Board of Trade Journal

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Canada: retail selling 943
Mr. Douglas Jay announces limits to cotton imports 949
Imports of cotton textiles in 1966 949
Wool industry's impressive export record 950
Mr. George Brown on work of export houses 950
Prime Minister to open 1966 Electrical Engineers (ASEE) Exhibition 951
Annual Report on Local Employment Acts 1960 and 1963 952
EFTA Consultative Committee meet at Geneva 952
Location of UN Conference on Trade and Development 953
Appointment of new members of Monopolies Commission 954
United States: UK Scientific Mission 954
Application for removal of duty on some mineral waxes 954
Applications for temporary exemptions from import duty 955
Drawback on tapes and parts of label making appliances 955
Government surplus sales by auction 959

STATISTICS

The economy: selected indicators 961
United Kingdom trade in September 962
Registrations of British and foreign films 966
Orders in the textile and clothing industries 967
Production in the cotton industry 967
Output of wool textile industry 967
Business Monitor: Production Series 967
Index of retail prices in September 961
Machine tool orders in July 969

EXHIBITIONS AND FAIRS

Britain's £2½ million pavilion at 1967 World Fair at Montreal 970
1966 British Week to take place in Lyon, France 973
Motor industry reports record export earnings 973
British sports equipment on show in Cologne 973
'Outstanding success' of the British Week in Milan 974
Changes in Trade Fairs and Exhibitions announcements 976

OVERSEAS TRADE AND EXPORTS

West European Market Place – 6. Advertising in West Germany 979

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and Benelux. Morocco and Hungary. Morocco and India. Renewal of Benelux trade agreements. India and Pakistan: Shipping arrangements 981
Information for exporters 982

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Imports of synthetic rubber. New customs tariff 999
Australia: Revision of customs by-laws. Tariff Board inquiry. Special Advisory Authority inquiry result 999
Barbados: Industrial Incentives Act, 1963 1000
Canada: 'Made in Canada' ruling 1002
Ceylon: Import control 997
Costa Rica: Import duty: Cotton blankets 1000
Cyprus: Control over movements of goods 993
European Economic Community: Rules of Competition; Restrictive Trade Agreements and Domination of Markets 990
France: Quotas for imports of dried vegetables. Customs tariff modifications. Imports of flax seed free of duty 992
Ghana: Customs tariff amendments 996
Haiti: Distribution commission on certain products 1000
India: Indian Patents Bill published 996
Irish Republic: Import of raw tomatoes 993
Italy: Changes in taxation on raw wool and yarns 993
Jamaica: Import licensing arrangements 1002
Lebanon: Pharmaceutical regulations 994
Malta: Import restrictions 993
Malaysia: Tariff Advisory Board 998
Malaysia (Labuan): Import licensing 997
Malaysia (Sabah and Sarawak): Import licensing 997
Malaysia (States of Malaya and Penang): Import licensing 997
Nicaragua: Restrictions on pharmaceutical and veterinary products 1000
Pakistan: Emergency measures 998
Peru: Suspension of major taxes 1000
Portugal: Import tariff amendments 993
Rhodesia: Suspension of duty. Customs tariff changes 994
Senegal, Republic of: Supplementary global quotas 995
Sierra Leone: Import licensing regulation 996
Singapore: Import licensing. Further import licensing 998
South Africa, Republic of: Customs tariff changes. Dumping duty 995
Spain: Suspension of customs duties 993
Syria: *Bona fide* parcel post shipments 994
Tanzania: Customs tariff amendment. Import licensing regulations 995
Trinidad and Tobago: Import restrictions on sweetened condensed milk 1002
Turkey: Global import quotas and liberalization lists 994
United States: Textured yarns of man-made fibres 1002
Uruguay: Suspension of imports of motor vehicles 1000
Venezuela: Customs duties 1000
Zambia: Suspension of duty 996

INDEX TO STATISTICS 1004

Front cover photograph

Eaton's new departmental store, the largest store in the Yorkdale Shopping Centre, Toronto, Canada, constructed by Taylor Woodrow of Canada Ltd. Comprising some 100 stores on an 80-acre site, this is one of the world's biggest shopping centres. All the premises, face on to an enclosed and covered mall, and parking for some 6,500 cars is provided. The developers were Webb & Knapp (Canada) Ltd., design consultants and structural engineers, John Graham Consultants Ltd., and mechanical engineers, Ellard-Willson Associates Ltd. (*See pages* 942-948).

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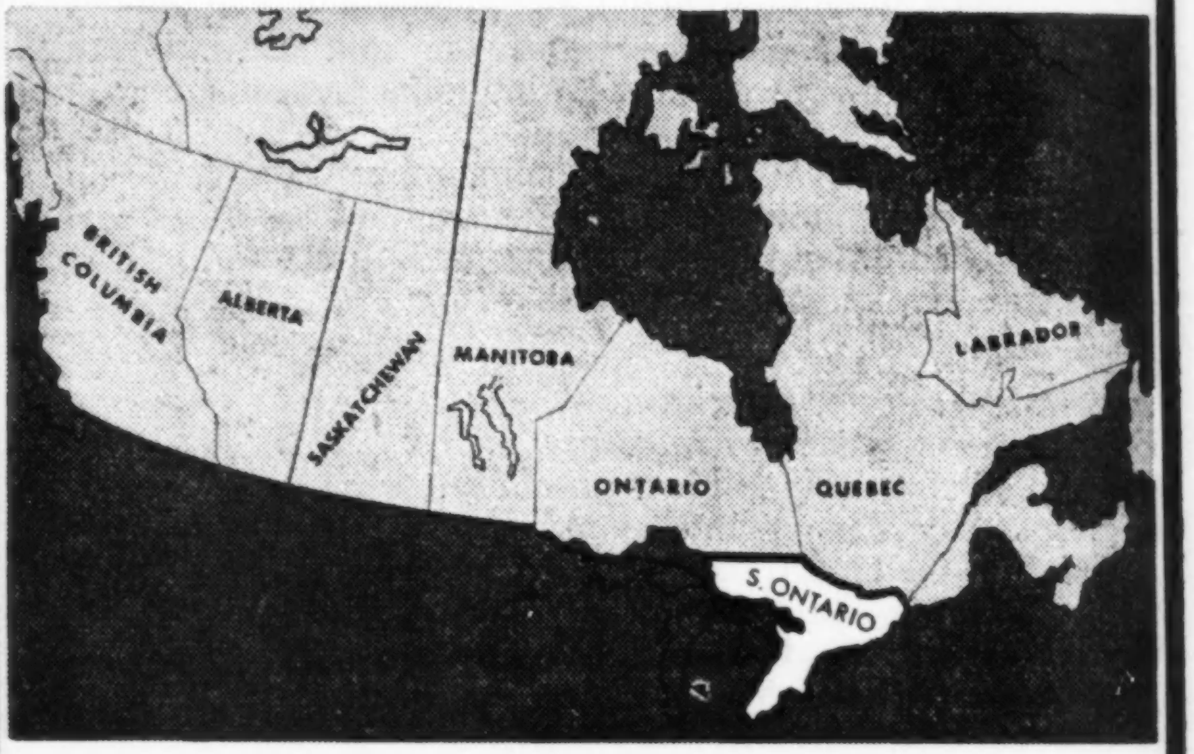

With more than one-third of the country's population and the highest retail sales, Ontario is the biggest and most important of Canada's recognised marketing regions. And in Ontario, trend-setters read The Globe and Mail daily. More than three-quarters of its 587,000 readers are in the middle to upper income brackets. They're better educated, better informed, better housed and more widely travelled than the average Canadian. And they're more willing to try new products. If you're selling in Canada, you must sell to Ontario's trend-setters—through The Globe and Mail.

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Advertisement Manager, The Globe and Mail,
Printing House Square, London, E.C.4. Telephone: CITy 5551

Canada: retail selling

By CHARLES MANN, Commercial Officer, British Trade Commission, Montreal

This is the fourth of a series of articles on Canada in anticipation of 'Canextour' which begins at the end of this month. Previous articles were published in the issues of October 1, October 8 and October 15. During the tour two teams of British Trade Commissioners from Canada will interview some 800 United Kingdom firms with the object of increasing our exports to this valuable market.

A SUPERVISED PLAYGROUND, sub-tropical greenery, a cinema, an outdoor ice-skating rink and an art exhibit are all planned for a shopping centre now under construction in the Montreal area. This centre is typical of the modern Canadian approach to retailing and many others are being developed in the suburbs of major cities across Canada. In this particular centre a distinctive feature is its hexagonal shape designed to concentrate individual stores around fully enclosed malls, which will be efficiently heated, and air conditioned. For this 250,000 square foot project, parking facilities for 2,200 motor cars will be provided.

Concurrent with the expansion of suburban shopping facilities, development is also taking place in the traditional downtown shopping areas of the major cities. This is in contrast to the decline in importance of the downtown shopping area in several large American cities. Montreal, with the impetus of the 1967 World Fair (Expo '67) is outstanding amongst Canadian cities, in the extent of downtown retail development. A major department store extension is nearing completion; shopping complexes under large new downtown office buildings (e.g. The Place Ville Marie and Place Victoria) will be linked by heated underground pedestrian passages; and £40 million will soon be spent by a consortium of departmental store and financial interests to redevelop a large area in the heart of the shopping district. Plans for an even larger retail redevelopment in downtown Toronto, which will cost £87 million have been announced by the same departmental store company.

The expansion in Canadian retail facilities during the past decade has been unparalleled. Retail sales in 1964, at £6,633 million was 64·5 per cent higher than in 1954, a period during which the consumer price index rose modestly from 116·2 to 136·8. Sales per head of the population were just over £333.

The Canadian market can conveniently be divided into five selling areas, as follows:

Area	1964 *retail sales* (millions)	% *increase* 1964/65
Atlantic Provinces (Newfoundland, Nova Scotia, Prince Edward Island, New Brunswick)	£562	64
Quebec Province	£1,675	79
Ontario	£2,456	59
Prairie Provinces (Manitoba, Saskatchewan, Alberta)	£1,252	58
British Columbia (including Yukon and N.W. Territories)	£695	62

Ontario continues to be the largest retail market and represents 37 per cent of the total, while Quebec, which accounts for 25 per cent of the total is the fastest growing market.

Division of purchasing power

Canadians allocate 55 per cent of their retail purchasing to food, drink, fuel, motor cars and petrol. Grocery stores account for the major share at £4,714 million followed by motor vehicle dealers with sales of £1,084 million. In 1964 slightly more money, £495 million was spent on beverages than at garages and filling stations, £463 million. The balance of Canadian retail expenditure is on a wide variety of durable and non-durable consumer goods which, for statistical purposes, include both building materials, and restaurant sales.

The retail sale of groceries and beverages is a specialized business in which chain supermarkets have achieved a prominent position. Their large modern stores with the latest fixtures designed to facilitate self-service, and ample parking facilities, are frequently the nucleii of Canadian suburban shopping centres. Independent grocers have experienced difficulty in meeting this competition, but with co-operative

(*Continued on next page*)

PARKING NO PROBLEM FOR CANADIAN SHOPPERS

Woodward's Oakridge shopping centre on a 32-acre site in the 'geographical heart' of Vancouver, is planned for easy access from all directions. Public transport takes one right to the centre and there is an all-paved parking area for 2,500 cars, which includes an Auto service building and a parcel pick-up depot connected by an underground conveyor belt to the check-outs at the food floor. The Oakridge project consists of 41 independent stores covering a wide variety of services and merchandise in almost everything from shoe repairs to flowers, plus an auditorium and a branch of the Vancouver Public Library.

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Medicine Hat – The News
Calgary – The Herald
Edmonton – The Journal
Vancouver – The Province *(Published for Pacific Press)*

For market data, merchandising and retail assistance and information on any aspect of the Canadian market contact **E. P. Wilson, European Manager, Southam Publications of Canada, 40/43 Fleet Street, London, E.C.4. Ludgate Circus 7366**

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2nd read our monthly Commercial Letter which keeps you up-to-date on the current state of business affairs in Canada keeps you posted on the latest developments and opportunities as reported by our 1300 branches coast-to-coast. Your letterhead request to our Business Development Department at Lombard Street will bring you our booklet and Commercial Letter with our compliments.

3rd talk to us about your plans. You will be dealing with people who know Canada from East to West, top to bottom. We know what you should do, where you should go, whom you should meet. We have been helping people in this way for years. You won't be the first or the last to find that enlisting the help of the Canadian Imperial Bank of Commerce is the first step to building your business in Canada — the multi-million dollar market.

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Exterior of Eaton's store, Winnipeg, during the recent British Fortnight.

buying ventures at the wholesale level, now appear to be retaining their share of the retail trade.

The retail sale of alcoholic beverages is, in all Canadian provinces, restricted by the respective Liquor Control Boards who operate their own retail outlets. Imported alcoholic beverages can only be sold through the appropriate Provincial Control Board.

Departmental and discount stores

Departmental stores are a much greater influence on the Canadian retail trade than in Britain or the United States. Total sales by such retail outlets, including associated mail order operations, in 1964 amounted to an estimated £600 million. This figure represents close to 25 per cent of the total volume of retail sales of the type of merchandise normally sold by departmental stores. Four major companies, two of which have large associated mail order operations, account for the major part of the sales volume. Most of the large and medium sized departmental stores normally buy direct from manufacturers, and have buying offices or buying agents in Britain,

The discount departmental store, which originally provided minimum after sales service on a cash and carry basis, is an idea imported from the United States several years ago, but in Canada they have been a good deal less successful in the face of very strong competition from the established departmental stores. Discount stores in which departments are operated by concessionaires have been particularly hard pressed. On the other hand discount stores formed by established retail organizations, e.g. large supermarket chains, have prospered and account for the overall growth of retail sales by this group, £43 million in eleven months of 1964.

Chain variety stores which operate in a similar manner to those in Britain, are important retail outlets with 1964 sales at £152 million. Chain selling operations also exist in more specialized retailing fields such as furniture and appliances, women's lingerie, footwear, jewellery and drug stores.

Many segments of the Canadian retail trade, particularly departmental stores, chain operators, and retailers of specialized products such as men's and women's fashions, footwear, furniture and giftwares, normally buy direct from the manufacturers or importers. Retailers specializing in other lines, notably hardware, provisions, drugs and sundries and general dry goods, normally depend upon the wholesale trade for their supplies.

Canadians expect a high degree of service from retail stores. An important factor in the growth of the leading retail giants has been their appreciation of good customer relations. 'Satisfaction or your money refunded' is not just an advertising slogan. Refunds are cheerfully made and the customer given the benefit of any doubt. Free delivery and pick up services are frequently provided and it is not surprising that retail mark ups are high in comparison with those normally applying in Britain. Equally important is the retailers' insistence on obtaining satisfaction from their suppliers.

Credit facilities

Credit facilities are used extensively and total outstanding consumer credit in December 1964 exceeded £1,733 million (approximately 25 per cent of the annual retail sales). Personal bank loans were the major item (£603 million) followed by finance company loans for retail purchases £327 million and credit with departmental stores, £152 million. The last figure, in addition to time instalment figures, includes outstanding charge account liabilities, etc.

The trend in Canadian retailing is towards maximum inventory turn-over with the minimum of personal selling. Manufacturers of many consumer items are expected to provide a regular replacement stock service, and even departmental stores which are traditional direct importers are considering local purchasing from importers more

(*Continued on next page*)

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (*Reference* 987 *G.*) *Tel. City* 5757, *Ext.* 245 (*Telex* 25977), *or from any Board of Trade Regional Office.*

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provide an up-to-date, reliable and inexpensive source of information on commercial matters. They are obtainable from the Government Bookshops at the addresses listed below, and from agent booksellers in most large towns, who have special facilities for meeting your order quickly. It may be advisable to check with the Board of Trade the correct title of the document required and whether it is on sale at the bookshops of Her Majesty's Stationery Office.

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favourably. Self-service techniques are applied whenever practicable. Most Canadians are believed to prefer self-selection to individual service as the former eliminates any form of high pressure salesmanship. The growth in self-selection assumes that the consumer is often pre-sold on merchandise by brand advertising. Brand name advertising is therefore an important part of marketing and usually essential for manufacturers seeking to develop a mass market for their product.

The main interest of the British consumer goods manufacturer aiming to sell to Canada should be to ensure that his product is readily available to retail stores at competitive prices. There are three recognized ways of selling imported consumer products to the Canadian retail trade: through import distributors; by direct sales through British buying offices of Canadian stores; and by sales through Canadian commission agents. Import distributors can provide the most detailed coverage of the appropriate retail trade, and they are able to sell to accounts which do not buy overseas. The cost of distribution through importer/distributors is higher than for direct selling through buying offices or commission agents, and British firms should remember that distributors or wholesalers require a higher discount factor than that given to direct buying departmental store accounts.

British buying offices

For some items, e.g. foodstuffs, import distributors are essential because retailers will not hold bulk stocks. On fine quality consumer products which can only be sold exclusively to selected retail accounts, there may be no place for the importer. Direct sales to the retailer either through British buying offices or a Canadian agent may be the right answer. Circumstances vary with the type of consumer product involved and the best advice to potential exporters of consumer goods to Canada is to obtain first hand experience by fact-finding visits to the market.

CANADIAN STORE IN HALIFAX

Interior of Lewis's shopping centre in Halifax.

Buying offices in Britain of leading departmental stores in Canada

No responsibility is accepted in regard to the standing of any firms, companies or individuals mentioned. Where known to the Department the names and addresses of the British Buying Houses are shown.

British Buying Office	Canadian Store	Goods Handled
Associated Merchandising Corp., 62/64 Brook Street, London, W.1. Mayfair 5266.	Hudson's Bay Company, Hudson's Bay House, Winnipeg, Manitoba. With major department stores at: Winnipeg, Saskatoon, Edmonton, Calgary, Vancouver and Victoria. Plus 40 medium size departmental stores in semi-isolated rural communities and 185 stores, carrying a wide range of merchandise, in Northern districts. Buying office: Central Purchasing Office, Hudson's Bay House, 79-93 Main Street, Winnipeg. Independent buying from overseas also undertaken by the following offices: 1435 St. Alexander Street, Montreal, P.Q., 121 Richard Street West, Toronto 1, Ontario, Granville, Seymour and Georgia Streets, Vancouver, B.C.	Fully departmental
	For northern stores, buying undertaken by Hudson's Bay House.	Fully departmental
	Henry Morgan & Co. Ltd., Phillips Square, Montreal, P.Q. Stores at: Montreal (four), Ottawa, Hamilton, Toronto (three). Independent overseas buying from: (1) Phillips Square, Montreal; (2) 3130 Bathurst Street, Toronto.	Fully departmental
G. W. D. Baker Ltd., 48 Albemarle Street, London, W.1. Tel. Grosvenor 2254.	A. J. Frieman Ltd., Rideau Street, Ottawa, and at West, Ottawa. Also operate two large Friemarts (discount stores) in Ottawa.	Fully departmental
James Bennett (Buying & Export) Ltd., 76 Grosvenor Street, London, W.1. Tel. Mayfair 7088.	Jas. A. Ogilvy's Ltd., 1307 St. Catherine Street West, Montreal, P.Q.	Fully departmental
Henry Birks & Sons Ltd., 19 Hatton Garden, London, E.C.1. Tel. Holborn 7352.	Henry Birks & Sons Ltd., Phillips Square, Montreal, P.Q. Also at 134 Yonge Street, Toronto, with branches at: Calgary, Edmonton, Halifax, Quebec, St. John, N.B., Saskatoon, Sudbury, St. Catherines, Regina, Ottawa (two stores), Oshawa, London (Ontario), Hamilton, Winnipeg, Vancouver and Victoria.	Jewellery, silverware. cutlery, watches, china and glassware, fancy goods, stationery, etc.
The T. Eaton Company Ltd., 61/65 Conduit Street, London, W.1. Tel. Regent 5501. Also at: Manchester: 65 Granby Row. Leicester: Phoenix Buildings, Berridge Street.	T. Eaton Co. Ltd., 190 Yonge Street, Toronto (Ontario) (Head Office). With other stores in Calgary, Edmonton, Halifax, Hamilton, Moncton, Montreal, Ottawa, Regina, Saskatoon, Winnipeg, Vancouver and Victoria, and five other stores in British Columbia at West Vancouver, North Burnaby, New Westminster, Chiliwack and Duncan.	Fully departmental
Belfast: Scottish Mutual Assurance Building, Donegall Street.	Each of the main stores of the group is entitled to buy on its own account, but most of the buying from Britain is channelled through head office in Toronto. A countrywide mail order service is conducted from Toronto, Winnipeg, Moncton and Vancouver.	Fully departmental
Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1. Tel. Mayfair 3031.	Holt, Renfrew & Co. Ltd., Sherbrooke and Mountain Streets, Montreal, P.Q. With stores in Toronto, London (Ontario), Ottawa, Quebec City, Calgary, Edmonton and Winnipeg, Gre.	Clothing and apparel with furs a speciality.
Great Universal Stores Ltd., Universal House, London, W.1. Tel. Museum 4080.	Great Universal Stores of Canada Ltd., 4205 Cote de Liesse Road, Montreal, 9. Buying for 150 stores across Canada.	Furniture and appliances.
J. J. Langley & Co., Reliance House, Water Street, Liverpool, 2. Tel. Central 4450.	Ayre's Limited (Accounts Payable Department), St. John's, Newfoundland. Associated with Giant Mart Ltd. (self-service store).	Fully departmental
Charles Lester & Co., 407 Tower Buildings, Water Street, Liverpool, 2. Tel. Maritime 1461.	The Royal Stores Ltd., St. John's, Newfoundland.	Men's and boy's clothing and footwear; household linen and blankets, dress goods, smallwares, floor coverings, haberdashery, hand knitting wools, books and stationery, druggists' sundries.

(*Continued on next page*)

BRITISH BUYING OFFICES OF CANADIAN DEPARTMENTAL STORES, *continued*

British Buying Office	Canadian Stores	Goods Handled
Owen Owen Ltd., Export Division, 66 Whitechapel, Liverpool, 1.	J. H. Ashdown Hardware Co. Ltd., Bannatyne and Main, Winnipeg, 2. Man. (Branches at Edmonton, Calgary, Regina, Saskatoon, Yorkton North Battleford, Prince Albert, Lethbridge and Grande Prairie.)	Hardware and housewares.
Also at 103 Kingsway, London, W.C.2. Tel. Holborn 0584.	Through an associated office in Vancouver, retail outlets at: Abbotsford, Burnaby, Chilliwack, Courtnay, Dell Centre, Kelowna, Kennedy Heights, Middlegate, Nanaimo, Nelson, North Vancouver, Penticition, Port Alberni, Revelstoke and Vernon. In addition they have marketing arrangements with several hundred retail hardware stores throughout Western Canada.	
	Bowring Brothers Limited, Water Street, St. John's, Newfoundland.	Hardware, dry goods, ladies' wear, provisions.
	Chapples Ltd., Fort William, Ontario. Branches at: Geraldton, Marathon, Beardmore, Schreiber and Red Rock, Ontario.	Fully departmental
	J. D. Creaghan Company Ltd., Newcastle, N.B. Branches at: Chatham, Federation and Moncton.	Fully departmental, except for foodstuffs.
	Dupuis Freres Ltd., 365 St. Catherine Street East, Montreal, P.Q.	Fully departmental
	Goudies Ltd., 22 King Street West, Kitchener, Ontario.	
	T. R. Holman Ltd., Summerside, P.E.I. Branches at: New Glasgow and Charlottetown.	Fully departmental, except for foodstuffs.
	Johnstone Walker Ltd., 102nd Street and Jasper Avenue, Edmonton Alta.	Fully departmental
	Manchester Robertson Allison Ltd., St. John, N.B.	Fully departmental, except for foodstuffs
	McCurday & Co. Ltd., Sydney, N.A.	
	Charles Ogilvy Ltd., 126 Rideau Street, Ottawa, and two suburban branches.	Departmental, also machine tools
	The Wood Brothers Co. Ltd., Halifax, N.S.	Departmental, except; for foodstuffs.
	La Cie. Paquet Lttee., 545 St. Joseph Street East, Quebec City, P.Q.	Fully departmental, except for foodstuffs.
	G. W. Robinson Co. Ltd., 18/24 St. James Street South, Hamilton, Ontario.	Fully departmental
	Zellers Ltd., 5115 Trans Island Avenue, Montreal, P.Q. (head office) with 100 stores throughout Canada.	Chain store, clothing, photographic supplies, foodstuffs, electrical appliances, stationery and a wide range of novelty items, etc.
The Robert Simpson Co. Ltd., 12 New Burlington Street, London, W.1. Tel.: Regent 2154.	The Robert Simpson Co. Ltd., 176 Yonge Street, Toronto (head office). Independent overseas buying offices: Robert Simpson Montreal Ltd., 977 St. Catherine Street West, Montreal, P.Q. Roberts Simpson Eastern Ltd., Halifax, N.S. Robert Simpson Co. Ltd., 149 Dundas Street, London, Ontario. Robert Simpson Regina Ltd., Regina, Sask. A new store has recently been opened at Cedarbrae Plaza, Toronto. The associated organization, Simpson-Sears Ltd., Mutal Street, Toronto, operates an extensive mail order organization with retaii stores at St. John, Edmonton, Ottawa, Quebec City, Vancouver, Winnipeg and Port Arthur. Robert Simpson Co. Ltd., of London, also act as their British buying office.	Fully departmental
Woodward Stores (London) Ltd., 54/62 Regent Street, London, W.1. Tel. Gerrard 3067.	Woodward Stores Ltd., Hastings and Abbotts Street, Vancouver (head office and store).	Fully departmental
	One other store and marine division in Vancouver.	Pleasure boats and fittings, outboard motors etc.
	Four stores in British Columbia at: West Vancouver, New Westminster, Victoria and Port Alberni. Two stores under construction at Victoria and Kamloops. Two stores at Edmonton. One store at Calgary.	

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

Mr. Douglas Jay announces limits to cotton imports

THE GOVERNMENT has decided that a limit must be set for a period of five years starting in January 1966 for total imports of cotton textile manufactures from low-cost countries.

This was stated by Mr. Douglas Jay, President of the Board of Trade, when giving the final address at the Cotton Board conference at Harrogate on October 17. Explaining the Government's policy the President said:

'The question how far the British Government is justified in excluding textile imports from poorer countries in order to temper the wind to our own industry is, frankly, complex and controversial. From the world point of view it can be persuasively argued that all the advanced countries must permit the poorer and developing economies to sell the goods they can most economically produce to their richer neighbours; and that since otherwise the poorer countries cannot climb out of their difficulties, the rest of us who refuse to trade will be compelled to give costly aid instead. That is a powerful argument, and this Government is pledged in many international institutions to help developing countries both by trade and aid. But in my view this is an obligation which rests on *all* the great and rich industrial countries, and not on a few, still less on one. I agree it is intolerable that Great Britain should be expected to import an even higher share of her cotton textile consumption than the 30 or 40 per cent (largely from developing countries) which we import at present, while the Common Market and the United States, for instance, import only a fraction of this.

'The present Government has, therefore, followed, and will continue to follow, a two-fold policy. First we shall press the other advanced countries on every possible occasion and in every possible way to step up their imports of textiles from the poorer areas. I have argued this case with them in repeated international gatherings and discussions in the past 12 months, and the Conference next month at Geneva under GATT on the Long Term Arrangement on cotton textiles will afford an excellent opportunity to press the point home. Our weapons here are persuasion and negotiation, and not compulsion.

'Secondly, the present Government has decided that a limit must be set for a five-year period starting in January 1966 for total imports of cotton textiles manufactures from low-cost countries. When I arrived at the Board of Trade a year ago – almost exactly a year ago today – I found a memorandum from the Cotton Board entitled "The Case for a Viable United Kingdom Cotton Industry"; and, of course, I discussed it with the Board. Though I would not say I agreed with every word, I was much impressed by the Board's basic proposals that cotton textile imports from low-cost countries should not for the time be allowed to rise further as a percentage of United Kingdom internal consumption. That principle we therefore adopted as the basis of the present Government's import policy; and we are now resolved to carry it out.'

Previous policies had failed to establish a global limit for all low-cost imports. This meant that, although the country quotas of individual exporters might be observed, new countries kept appearing who were free of quota limitation; and the total of low-cost imports continued to increase. He had, therefore, decided that, in addition, a global quota must be applied for the five years from next January in order to give the British industry time and capital for thorough and effective reorganization.

'Our proposals cannot, of course, be just dictated by the British Government to the other friendly nations, and valuable trading partners who are affected by them,' said the President. 'They have to be discussed and negotiated; and everybody must understand that this is not a simple, rapid or easy process. The British Government's proposals have now been embodied in a formal statement which I communicated a few weeks ago to a large number of countries overseas. I would like here to acknowledge the help given to the Board of Trade in formulating these proposals by the Cotton Board and to say how valuable has been the constant co-operation between the Board's officials and my own – now more cordial than it has ever been.'

The essence of the new proposals was that there should be a total limit on our imports of cotton textiles from all those countries whose exports caused disruption of the domestic industry. This was the first time that any British Government had set such a limit. It was proposed that the total of imports should be based on a recent representative period, and a lower one than the exceptionally high level of 1964. The global quota would also have the advantage of ensuring that the pattern of imports was not excessively frozen on the basis of past performance. The President believed that when our proposals were studied they would also be found to be wholly consistent with the spirit and aims of the Geneva Long Term Arrangement.

Mr. Douglas Jay (right), President of the Board of Trade, at a reception in London for members of the full Committee of ORGALIME (Organisme de Liaison des Industries Metalliques Europeenes), now meeting in Britain. The President is talking to two of the delegates, Mr. Gunnar Ericsson (centre), President of ORGALIME and President of the Swedish Engineering Association, and Dr. Peter Von Siemens, Vice-President of ORGALIME and also President of the Central Association for Electrical Engineering Industry of Germany. ORGALIME is an organization made up of leaders of the engineering industries of Western Europe from both Common Market and EFTA countries (see Board of Trade Journal, *October* 15, *page* 883).

The President continued: 'Those engaged in the industry may well ask what the situation is going to be next January. I recognize that negotiations can hardly be completed by the time when the present arrangements run out; but if they are not, we have already made it clear to all that an interim scheme similar in scope and quantity to the main scheme will have to be put into effect without prejudice, of course, to the eventual settlement.

'I know there are at least two other anxieties in the industry, to which we have given a lot of thought in consultation with the representatives of it. One is the fear that imports liable to control from the countries affected by the global quota may be diverted through countries which are not. I am not satisfied at present that we ought to adopt the drastic proposal of world-wide control to solve this problem, partly because Lancashire, I am sure, does not fear competition from other industrialized countries. I am urgently seeking, therefore, other possible methods of guarding by agreement against backdoor imports. Secondly, there are very natural fears that, even though the global quota is enforced, price disruption may occur and investment in the industry be impeded. This issue is being studied now by the Board of Trade in the light of practical proposals which the Cotton Board have made to me. I cannot yet express a final view on what can be done; but I hope to do so in the near future. I can add that, having committed ourselves to the policy I have described, we cannot allow it to be undermined by subterfuges and evasions.

'Because the industry is so plainly now in transition, it is opportune that this year should be the time for one of the statutory quinquennial reviews of the Cotton Board's activities. I am delighted to know that this review is being taken very seriously, and I have been kept closely informed of the work being done on it by the Working Group responsible.'

Imports of cotton textiles in 1966

AS ANNOUNCED in the *Board of Trade Journal* of September 17, 1965, formal proposals have been made to exporting countries for controlling imports of cotton yarn, woven fabrics and made-up goods of woven cotton into the United Kingdom from January 1, 1966. In Notice to Importers No. 1115 dated October 15, 1965, importers are asked to provide information which will be necessary for licensing imports from certain countries on an interim basis while discussions are proceeding with overseas Governments. A further Notice will be issued as soon as possible giving details about interim arrangements. In the meantime, *no application for licences to import cotton manufactures in* 1966 *should be made at this stage.*

Any importer (as defined below) who wishes to participate in these interim arrangements should accordingly complete a return (on a form obtainable on request) and send it to reach the Import Licensing Branch of the Board of Trade at Hillgate House, Old Bailey, London, E.C.4, as soon as possible and *not later than November* 3, 1965. The following notes are intended for the guidance of importers in completing their returns.

Only firms who, during 1964, have imported cotton manufactures from the countries concerned (see below) and who submit returns in accordance with this Notice will be entitled to participate in the interim arrangements for imports from these countries.

For the purpose of the return, the 'importer' will be the person or firm named in the Customs Entry as the importer; provided, however, that the goods were legally owned at the time by a resident of, or a firm established in, the United Kingdom. It follows that no return can be accepted from banks, or from brokers acting on behalf of overseas suppliers.

The return should cover imports from all countries, *except* the following: Australia, Austria, Belgium, Canada, Denmark, the Eastern Area countries, Finland, France, German Federal Republic, Hong Kong, India, the Irish Republic, Italy, Japan, Luxembourg, Netherlands, New Zealand, Norway, Portugal, Sweden, Switzerland, and the United States. Eastern Area countries comprise Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of Mongolia, the People's Republic of China, Poland, Rumania and the Union of Soviet Socialist Republics. Only summary figures need be given for each category and main group; separate figures for imports from individual sources are not required.

An appendix to the Notice contains a full list of the products to be covered under various categories, together with Customs Tariff references and Import List Headings. The following items are to be excluded from the returns:

(a) Goods imported for re-export with or without processing or making-up in the United Kingdom;
(b) Handloom fabrics and made-up goods thereof;
(c) Articles manufactured from cloth of United Kingdom origin.

The returns are to relate to goods imported during 1964 and for this purpose, the date of the Customs Entry is to be taken as the date of importation. They must be certified by an independent practising accountant in the manner provided for on the form and, in addition, Board of Trade accountants will, as necessary, examine a proportion of the returns. Importers should therefore keep supporting documents available for inspection.

Firms submitting returns in accordance with this Notice will be advised as soon as possible of the proposed interim allocation arrangements and will at that stage be invited to submit formal applications for import licences. Interim arrangements for imports from countries not covered by this Notice will also be announced as soon as possible.

Wool industry's impressive export record

—Mr. Douglas Jay

'THE BRITISH WOOL industry has had an impressive export record for many years. It is vital to the country that this record should not merely be maintained but improved', said Mr. Douglas Jay, President of the Board of Trade when he spoke at the British Wool Federation dinner at Bradford on October 15. Continuing the President said 'The National Plan looks forward to a renewed steady growth in exports of cloth and yarn. The industry has cooperated generously in the work of the NEDC, and I hope that the Wool Textile EDC will be able to organize a conference to explain the Plan to the industry. I realize that in export markets, the industry's strength lies to some extent in the diversity of its products, and that too much standardization might be unwise. I am very glad to know that the EDC is exploring with the Mechanical Engineering EDC the possibility of obtaining more of its machinery in this country.

The President said it would be heartening if, benefiting from the publicity drive in the United States now being mounted there some of our lost share of that market could be regained. Wool had already set a notable example to other of our industries in establishing an Export Corporation, which gave collective help to the export effort and was paid for by a statutory levy collected for it by the Board of Trade. 'If more industries did the same, our national export record might be even better than it is. I know that there has been some trouble in working out the application to one section of your industry of the Government's new export rebate scheme; but I hope that with the help of the Board of Trade, which we gladly give, this will soon be sorted out.

Wool had shown itself, on the whole, notably adaptable to change during its 600 years of modernization. It was true that in the 18th century wool weavers were alleged to have gone out and attacked people in the streets who were found to be wearing the newfangled cotton. 'You have not, however, in the present day made such assaults on wearers of man-made fibres. On the contrary, you have shown yourselves much wiser in your generation by adopting the new fibres yourselves and using them to reinforce your own materials', he said.

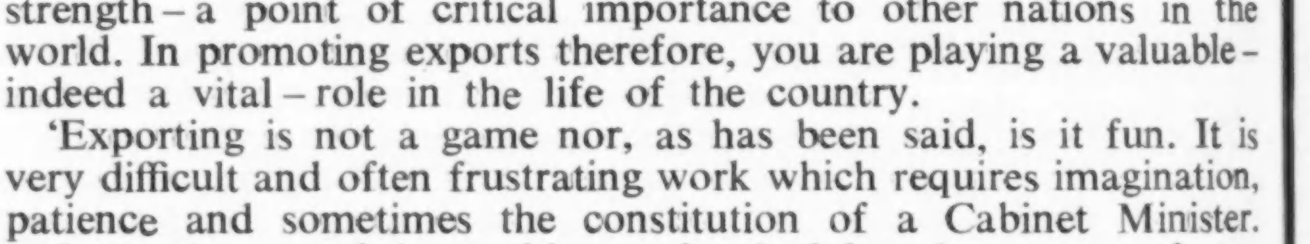
Mr. George Brown on work of export houses

CONGRATULATING THE British Export Houses Association on its silver jubilee at a luncheon in London on October 15, Mr. George Brown, Secretary of State for Economic Affairs, said:

'Britain is uniquely dependent on exports and we need a larger trade surplus in manufactures than most other countries, not only to pay for our own imports of food and raw materials, but because we have to meet overseas expenditure on a scale greater than that of most other countries, because of the burden we carry on defence and aid to the less developed countries; and also to maintain our strength – a point of critical importance to other nations in the world. In promoting exports therefore, you are playing a valuable – indeed a vital – role in the life of the country.

'Exporting is not a game nor, as has been said, is it fun. It is very difficult and often frustrating work which requires imagination, patience and sometimes the constitution of a Cabinet Minister. Indeed, the round-the-world travel schedules that some of you gentlemen try to keep to would daunt even the most ardent lover of Office. You do in fact fulfil a very valuable function in helping particularly the smaller firms to export and I hope you will have a lot of success in this field.'

Speaking of the Government's economic measures, the Minister said: 'Britain is a trading country: this Government believes in



A Douglas Tugmaster being used at Felixstowe Ferry to stow one of the new Crane Fruehauf TIR open-top Vanguard vans recently delivered to Continental Ferry Trailers via the Transport Ferry Service.

expansion, and the freer this trade is the better. It is not in Britain's long-term interest artificially to restrict trade. It is not our intention to feather-bed the inefficient.

'On the other hand, those who realise the importance to the country of seeking and cultivating markets abroad can be assured of the full and tangible support and co-operation of the Government in their endeavours.'

Export lectures

THE ROYAL SOCIETY OF ARTS, which is responsible for organizing lectures established from the funds of the former British Export Trade Research Organization, has arranged the following lectures in its programme for 1965/66:

Friday, October 22, 1965, at 2 p.m.
At Liverpool University.
'Consumer Goods in Developing Countries.'
By Mr. Maurice Zinkin, Unilever Ltd.

Monday, November 15, 1965, at 5.15 p.m.
At Reading University.
'Market Research.'
By Mr. V. C. Nolan, Martech Consultants Ltd.

Tuesday, November 16, 1965, at 8.15 p.m.
At Keele University.
'Consumer Goods in Developing Countries.'
By Mr. Maurice Zinkin, Unilever Ltd.

Though these lectures are primarily for student audiences, they will also be of interest to businessmen, whose presence at them is welcomed. Admission is free. A further notice will be published when arrangements for the remaining lectures in the 1965/66 programme have been made.

Direct provincial-overseas air links would help exports

MR. JOHN STONEHOUSE, Parliamentary Secretary, Ministry of Aviation, speaking at the annual conference of the Aerodrome Owners' Association at Southport on October 14, said that the Ministry of Aviation were anxious to do everything possible to assist the development of air services from provincial airports. They regarded this as being important not only for domestic communications but also for international links from our larger provincial towns. The industrialist in the Midlands or the North did not always want to travel via London to make a trip to the Continent or America. Direct air links would help manufacturers and their sales representatives to have speedy contact with their customers overseas.

The number of passengers using British aerodromes is increasing, he added. There was a 13 per cent increase last year over the previous year, and in the first six months of 1965 there was an increase of 15 per cent over 1964. At this rate of growth air traffic would more than double itself within five years.

ECGD covers Norway shipbuilding order

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on October 13 covering a loan for the finance of a 90,000 ton tanker for the Hilmar Reksten Group of Norway. The vessel is being built at Swan Hunter's Wallsend yard. The loan is for 10 years and is being made available jointly by Barclays Bank and Hambros Bank.

Exports to Israel

THE British National Export Council have decided to form an Area Committee for Exports to Israel. At the invitation of the President of the Board of Trade, Mr. Marcus J. Sieff, assistant managing director of Marks & Spencer Ltd., has agreed to become its chairman.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries. (*See page* 957.)

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Prime Minister to open 1966 Electrical Engineers (ASEE) Exhibition

'THE ELECTRICAL industry covers a comprehensive field. The engineering side – the manufacture of electrical equipment – employs three-quarters of a million people, which last year had an output worth more than £1,300 million.' This was said by Mr. George Darling, Minister of State (Home), when he spoke at the Electrical Engineers (ASEE) Exhibition dinner in London on October 12. About 800 guests representing all branches of the electrical industry, together with representatives from 12 overseas countries, attended the dinner which is traditionally held some months before the exhibition to be staged in 1966 from March 23 to 30 at Earls Court, London.

Mr. Harold Wilson, the Prime Minister, has accepted the invitation to open the exhibition. Mr. Darling said that the Prime Minister had asked him to say that he (Mr. Wilson) welcomed the opportunity to give his support to such an 'ambitious enterprise

Mr. George Darling, Minister of State (Home), Board of Trade (left), seen during his address to the guests. On his left are: Sir Charles Norton, Mayor of the City of Westminster; Mr. G. H. Parker, chairman of the Electrical Engineers (ASEE) Exhibition; and Lord Kilmuir, President of the British Standards Institution and chairman of Plessey Co.

and one which, because of the intensive work that has been put into its preparation, seems certain to be a great success'.

Britain is third biggest exporter

Britain, said the Minister, was the third biggest exporter of electrical goods in the world, ranking behind only the United States and West Germany. But countries which were once among our best customers were now developing their own domestic electrical industries. At the same time some of these new countries were emerging as growing exporters, and as a result world markets were becoming increasingly competitive. There was, however, a constantly rising demand throughout the world for electric power and for all kinds of electrical equipment. 'This means that if your industry keeps ahead in technical developments exports can go on increasing.'

Annual Report on Local Employment Acts 1960 and 1963

THE FIFTH annual report to Parliament by the Board of Trade on the discharge of their obligations under the Local Employment Acts 1960 and 1963 for the year ended March 31, 1965, was published on October 20.

The report shows that during the year the Board of Trade offered assistance of over £40 million towards 971 projects which were expected to create employment for over 60,000 people. In 1963/64, the first year in which the additional inducements introduced under the 1963 Act could be offered, the comparable figures were £30 million, 483 projects and nearly 42,000 jobs.

Projects in development districts in the North-East of England (£13·7 million) and the Glasgow and the Central Belt of Scotland (£13·1 million) accounted for well over half the total assistance offered and those on Merseyside (£7.6 million) accounted for about a half of the remainder. The engineering industry (£15·0 million) was offered the largest amount of assistance followed by the motor industry (£5·3 million) and the textiles, clothing and footwear industries (£4·1 million). Of the total amount offered of £40½ million, £12½ million was in respect of factories, £10½ million of loans and £17½ million of grants. The Board of Trade approved the building of 130 new factories during the year mostly for letting, by the Industrial Estates Management Corporations. In the five years up to March 31, 1965, 1,888 projects, expected to provide 192,000 jobs, have been offered assistance totalling nearly £141 million.

Copies of the report may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 1s. 6d. (by post from HM Stationery Office, PO Box 569, London, S.E.1, price 1s. 9d.)

Notes:

The main purpose of the Local Employment Acts 1960 and 1963 is the provision of employment in development districts, which are localities in Great Britain where high and persistent unemployment exists or is threatened. The Northern Ireland Government operate their own scheme.

The development districts at March 31, 1965 contained 15 per cent of the insured employment of Great Britain.

Under the Acts the Board of Trade may:

(i) acquire land and buildings and provide factories and other premises for rent or purchase;
(ii) make grants of 25 per cent of the cost of providing buildings;
(iii) make grants to industrial undertakings of 10 per cent of the cost of plant and machinery;
(iv) make loans and grants for the general purposes of undertakings.

Building grants and general purpose loans and grants are offered on the advice of the Board of Trade Advisory Committee, an independent body of business and professional men set up under the 1960 Act. The volume of applications considered by the committee greatly increased in the year 1964/65. The committee dealt with 1,110 applications compared with some 470 in the previous financial year.

In the interests of attracting industry to development districts, the 1960 Act also empowers other Ministries to make grants to Local Authorities for the rehabilitation of derelict land, and grants for the provision of basic services, and the Ministry of Labour to pay grants and allowances for the transfer to projects in development districts of key-workers employed elsewhere.

Responsibility for selling, renting and managing Board of Trade factories is vested in the Industrial Estates Management Corporations for England, for Scotland and for Wales.

EFTA Consultative Committee meet at Geneva

THE EFTA Consultative Committee held its eleventh meeting in Geneva on October 15. The agenda provided for discussions of the external relations of EFTA, as well as for various internal aspects of EFTA affairs.

On the question of European integration, various members of the Consultative Committee reaffirmed the need for EFTA to be ready for suitable opportunities to resume a dialogue with the EEC, with a view to improving trading conditions between the two trading groups. It was recognised, however, that Ministers meeting in Copenhagen on October 28/29, 1965, would have to examine with great care the possibilities of the form and timing of any such approaches.

Some concern was expressed at the difficult situation now prevailing in the Kennedy Round of tariff negotiations in the GATT. It was hoped that timely progress would be possible in the Kennedy Round, so that this great opportunity for the liberalization of world and European trade would not be lost.

In the discussion of internal EFTA relations renewed concern was expressed by several Committee members at the continued existence of the British surcharge on imports at a level of 10 per cent and hope was expressed that the charge could be reduced and abolished very soon.

The Committee discussed detailed reports on other EFTA matters, including the purchasing practices of public undertakings, drawback, restrictive business practices, the rights of establishment, and on action to promote the wide international adoption of common industrial standards.

There was a preliminary discussion of a proposal for a new economic and social committee in EFTA, which would keep under review the economic and social problems resulting from structural changes in the economies of the EFTA countries. It was agreed that the proposal should be further investigated and discussed again in the Consultative Committee.

Consideration was also given to a proposal to increase the opportunities for young people to move more freely between the EFTA countries into short-term employment, whether they are students, or young people wishing to enlarge their technical experience. The Secretariat had prepared an account of existing facilities of this kind in EFTA, and it was agreed that the EFTA Council should examine the matter to see what further action could be taken to promote such exchanges.

Location of UN Conference on Trade and Development (UNCTAD)

THE BOARD OF TRADE announce that the invitation which HM Government gave at the second session of the Trade and Development Board of the UNCTAD to establish its headquarters in London has now been followed up by a specific offer of office and conference facilities. Representatives of the Secretary-General of the UNCTAD visited London on October 6 and 7 and were shown a range of possible buildings at present available for hiring.

HM Government have offered to provide accommodation rent free up to a figure of £500,000 per annum to pay local authority rates appropriate to the accommodation in accordance with the normal practice for diplomatic missions (i.e., excluding the element relating to services benefiting the building) and to pay the initial cost of preparing the accommodation for occupation by the UNCTAD Secretariat up to a capital sum of £500,000. HM Government would also pay the rent and cost of preparing any accommodation hired for any meeting of the Board and its subsidiary bodies which were too large to be housed in the main Secretariat building.

This offer demonstrates the strength of HM Government's desire to see the headquarters of a major activity of the United Nations established in London. The United Nations' Conference on Trade and Development, which is concerned to promote the trade and development of developing countries, would be an entirely suitable body for the purpose.

HM Government's invitation was given when it became clear that a majority of the members of the Trade and Development Board (at the session held in Geneva from August 24 to September 15) were in favour of reopening the question of where the UNCTAD headquarters should be located. This question appeared to have been definitely settled in favour of the European Office of the United Nations at Geneva at the first session of the Board held in New York in April. Invitations to Rome, Addis Ababa, Lagos, Accra and Mexico City have also been issued. The choice is, therefore, now between these cities, London and Geneva.

The Secretary-General of the UNCTAD was asked to prepare for the Board a comprehensive report on each of them. This report will be submitted to a special mission of the Board to be held in New York on October 28, and convened for the sole purpose of adopting a recommendation to the General Assembly of the United Nations with respect to the location issue. The decision will be made on the basis of a vote by the members present at the special session of the Board. If none of the locations obtain a majority of the votes cast at the first ballot, subsequent ballots will be restricted to the two locations obtaining the largest number of votes.

Notes:

1. The United Nations Conference on Trade and Development in which 120 countries took part was held in Geneva from March 23 to June 16, 1964. Its recommendations, which covered a wide range of subjects in the trade and development field, are set out in the Final Act of the Conference (published by HM Government in Cmnd. 2417).

2. The Conference recommended that the UNCTAD should be established as an organ of the General Assembly of the United Nations to be convened at intervals of not more than three years, and that a permanent organ of the Conference, to be known as the Trade and Development Board, should be established as part of the United Nations machinery in the economic field, consisting of 55 members elected from the membership of the Conference. This recommendation was adopted by the General Assembly on December 30, 1964, at its Nineteenth Session (Resolution 1995).

3. The Trade and Development Board met for the first time in New York in April of this year. Its main business was institutional and procedural. It agreed the terms of reference of four subsidiary committees (on commodities, manufactures, invisibles and shipping). It also considered the question of the location of the headquarters of the UNCTAD and its Secretariat. The obvious choice was between the United Nations' Offices in New York and Geneva. The Board eventually recommended unanimously in favour of Geneva.

4. During the Trade and Development Board meeting in New York the Italian Government mentioned, but did not press, their desire that the headquarters should be in Rome, already the headquarters of the Food and Agricultural Organization of the United Nations. Between the two meetings of the Board they pressed the claims of Rome and offered to make available a new building free of charge to accommodate the UNCTAD Secretariat. It was subsequently suggested that facilities in Geneva for accommodating international organizations were already overstrained and that the members of the Board should, at the second session, reconsider the recommendation in favour of Geneva.

5. When the second session of the Trade and Development Board began in Geneva in August the view of HM Government was that in the interests of getting the organization going, the previous recommendation should be confirmed; but if the whole issue were to be reopened by others, i.e., if there was in any case to be a period of delay and uncertainty, the United Kingdon Delegation were authorized to invite the establishment of the headquarters in London and to say that HM Government would provide suitable accommodation and facilities. In the event this offer was made. The Italians again strongly pressed the claims of Rome, but now a number of developing countries suggested that it would be the most appropriate solution for the headquarters of UNCTAD to be established in the capital of a developing country. Addis Ababa and Lagos were offered and subsequently invitations to Accra and Mexico City have also been issued. As explained above a vote is to be taken on October 28 in New York, the result of which will be to put a recommendation on location to the General Assembly of the United Nations. The possible locations to be decided on are the European Office of the United Nations in Geneva, London, Rome, Addis Ababa, Lagos, Accra and Mexico City.

6. In the view of HM Government there are many considerations in favour of London as the location of the UNCTAD headquarters. They include the following:

(a) it is a major international financial centre.

(b) it is an important international market for a large number of commodities and is the seat of inter-governmental commodity councils concerned with sugar, coffee, wheat and tin.

(c) it has excellent academic and research facilities, a world transport network, conference and hotel facilities and general amenities both for delegates and the secretariat.

(d) it houses no major United Nations body like UNESCO in Paris or FAO in Rome.

NEW PATENT INFORMATION SERVICE

The Patent Office have developed new mechanized techniques which facilitate search of patent specifications in a number of fields of technology and provide an improved information service for the public.

All accepted patent specifications are indexed by a classification system composed of about 45,000 sub-divisions. For some years lists have been on sale for all subjects showing the patents indexed under any one of these sub-divisions, i.e. the patents characterized by any particular single feature. This popular service, which still continues, is not entirely satisfactory where the user wants to know of patents having a particular combination of features. Now the introduction of specially modified card-sorting machinery has overcome the problem.

Lists of patents which show any required combination of features can now be obtained for the following subjects: alloy compositions, packaging, digital calculators, coating, radiation detector systems, luminescent materials, woven fabrics and furniture. Further subjects will be added when they are ready for the Patent Office's own searches.

BIM's new format for its magazine

THE BRITISH Institute of Management have announced new arrangements for the expansion and development of its magazine 'The Manager'. Until April 1966 the BIM will continue to publish 'The Manager' monthly in the existing format. A new company will be incorporated which will take over the publishing of the magazine as from the April issue, and the shares of this company will be held by the Institute, the Financial Times Ltd., the Economist Newspaper Ltd. and Haymarket Press Ltd., in equal proportions. The circulation of 'The Manager' among members of the BIM is at present 28,000. It will also be available on subscription both in this country and overseas.

Appointment of new members of Monopolies Commission

The Board of Trade announce the appointment of the following as members of the Monopolies Commission:

Mr. Roger Falk, OBE; Mr. Lawrence Arnold Hurt; Dame Alix Meynell, DBE; Mr. Edgar Lynton Richards, MBE; Mr. Aubrey Silberston.

The appointments have been made in each case for a period of three years.

Notes:

With these new appointments, the Monopolies Commission now has 14 members. The recent Monopolies and Mergers Act permits appointments to be made up to a maximum of 25 members.

The President of the Board of Trade will be making further appointments in due course.

The Monopolies Commission's field of operations has been substantially enlarged under the Monopolies and Mergers Act, which makes provisions for the investigation of mergers (including press mergers), and of restrictive practices and monopolies in the supply of services.

Following is some information about the newly-appointed members:

Mr. Falk is chairman of Marketing Development Co. Ltd., and director of the P-E Consulting Group Ltd., and of a number of other companies. He is chairman of the Furniture Development Council, and a member of the Council of Industrial Design.

Mr. Hurt is chairman of the Parliamentary Committee of the Co-operative Union, and has held other positions in the Co-operative movement. Until his retirement earlier this year, he was Further Education Organizer for the County of Durham.

Dame Alix Meynell was an Under Secretary in the Board of Trade until 1955, and secretary of the Monopolies and Restrictive Practices Commission from its formation in 1948 until 1951. She is a member of the South Eastern Gas Board, the Harlow New Town Corporation, the Performing Right Tribunal and the Committees of Investigation under the Agricultural Marketing Acts.

Mr. Richards is a member of the Council of the Stock Exchange, London, and a director of Harris Lebus Limited and other companies.

Mr. Silberston is a Fellow of St. John's College, Cambridge, and a university lecturer in the Faculty of Economics in the University of Cambridge.

Official Receiver appointments

The Board of Trade announce that Mr. Herbert William Kirkwood has been appointed Official Receiver for the Bankruptcy Districts of the County Courts of Gloucester, Cheltenham and Swindon and that his appointment as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Southampton, Bournemouth, Newport and Ryde (Isle of Wight), Portsmouth, Winchester, Salisbury and Dorchester has been revoked.

The appointments of Mr. George William Sisman as Official Receiver and Mr. Kenneth Matthewson as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Gloucester, Cheltenham and Swindon have been revoked. The appointments of Mr. G. W. Sisman and Mr. K. Matthewson as Official Receiver and Assistant Official Receiver respectively for the Bankruptcy Districts of the County Courts of Bristol, Bath, Bridgwater, Frome and Wells remain unchanged.

The appointment of Mr. John Martin Christensen as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Bristol, Bath, Bridgwater, Frome and Wells has been revoked. The appointment of Mr. J. M. Christensen as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Gloucester, Cheltenham and Swindon remains unchanged.

These changes take effect on October 18, 1965, and are consequential upon the division of the district at present administered by the Official Receiver Bristol and the establishment of an Official Receiver Gloucester who will deal with cases arising from the Bankruptcy Districts of the County Courts of Gloucester, Cheltenham and Swindon. Pending the availability of local accommodation the Official Receiver Gloucester will be accommodated at 26 Baldwin Street, Bristol, 1.

United States: UK Scientific Mission

The United States Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

Potomac River Small Watershed Programme (United Kingdom SM Report No. 65/59). September 1965. 6 pages.	Describes the development of a small watershed programme on the Potomac River, combined with purification as a method of providing water for the Washington Metropolitan area in the future
1965 American Power Conference – A Mine Mouth Power Station on a Man-Made Lake. (United Kingdom SM Report No. 65/60). September 1965. 5 pages.	Describes a symposium on a modern thermal power station (the Coffeen Power Station), using some of the latest advances in technology.
High Frequency Fluorescent Lighting. (United Kingdom SM Report No. 65/58). September 1965. 2 pages.	Describes recent developments in the efficient generation of high frequency current which have stimulated interest in the operation of fluorescent lamps at a high frequency.
Some Developments in Photographic Lamps. (United Kingdom SM Report No. 65/61). September 1965. 4 pages.	Describes some new types of photographic lamps: Type AGI Flashbulbs; Quartz Iodine Lamps; 650 W Movie Lamp; Marc 300 Arc Lamp; Dap Reflector Filament Lamp; PXA Pulsed Xenon Lamp.

Cloth merchants' Scottish move

Three London cloth merchants are to move their general administration, stock and shipping departments to the Peebles headquarters of a fourth. All are members of the Holland & Lewis (Holdings) Ltd. group, comprising Holland & Sherry, A. Gagniere, Moffat Bros., and Lowe, Donald & Co. Ltd. The subsidiaries, whose export sales alone exceed £2 million a year, have been established in London for more than 130 years.

All the buying and selling will continue to be done from 7 Warwick Street, London, W.1, but detailed study of the companies has shown that integration of all administrative departments into one warehouse will lead to substantial economies and greater efficiency. To this end more than £30,000 has already been spent on alterations to Lowe, Donald's warehouse in Peebles, and integration will be complete by May next year.

Industrial Estates Management Corporation for Scotland

Mr. Douglas Jay, President of the Board of Trade, has re-appointed Mr. William Scholes to a further period of membership of the Industrial Estates Management Corporation for Scotland with effect from October 19. Mr. Scholes is the Regional Secretary for Scotland of the Transport and General Workers Union, and is also a part-time member of the Highlands and Islands Development Board.

Application for removal of duty on some mineral waxes

The Board of Trade give notice that they are considering an application for the removal of the import duty on some mineral waxes defined as 'Petroleum wax containing not less than 10 per cent by weight of oil when determined by the Institute of Petroleum method No. 158/64T.'

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than November 5.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 5, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.23	2 - Di*iso*propylamino-ethanol.	Di-isopropylaminoethanol	December 31, 1966	6759
38.19	Prepared catalysts, in the form of rings, spheres or cubes, containing silver or silver oxide dispersed with alumina or silica or compounds thereof, and which contain not less than 7% by weight and not more than 20% by weight of total silver calculated as Ag.	Catalysts in the shape of rings, spheres or cubes and made from silica or silicate and containing not less than 7% by weight of silver nor more than 20% by weight of silver.	February 3, 1966	601

Application for drawback on tapes and parts of label making appliances

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported Goods

Components and embossing tape for hand-operated appliances embodying a blade and working edge of base metal, used for making labels or nameplates from plastic or metal tape being:

1. Components made of:
    (a) plastic, and
    (b) rubber.
2. Embossing tape made from aluminium, copper stainless steel, monel alloy, zinc or laminated and coated polyvinylchloride.

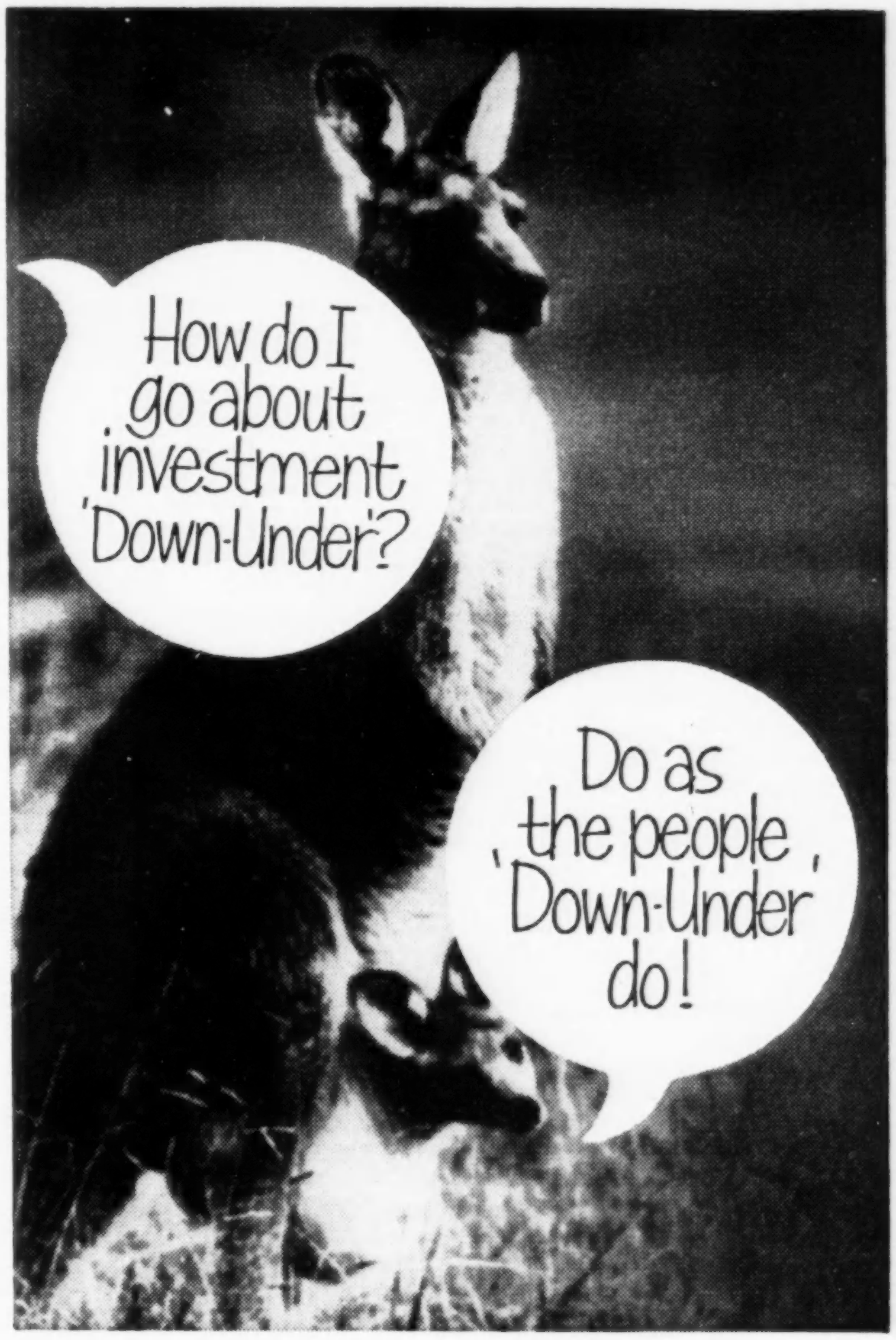
Exported Goods

1. Hand-operated appliances, embodying a blade and working edge of base metal, used for making labels or nameplates from plastic or metal strip.
2. Plastic or metal embossing tape for use in the appliances described at 1 above.
3. Embossing wheels for use in the appliances described at 1 above.

Representations which interested parties may wish to make should be addressed in writing to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than November 12.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to HM Stationery Office.*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As the oldest and largest bank in Australasia, the Bank of New South Wales is in a special position to assist with investment 'Down Under'. For those interested in portfolio investment it operates a comprehensive service including full nominee facilities throughout Australia and New Zealand. For companies considering expansion to Australasia and capital investment there it provides the fullest information and all international banking facilities. When you think of investing in Australia's and New Zealand's richly promising future—think first of 'the Wales', Australasia's first bank.

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Australian Migrant Information Service: Television House, Kingsway, WC2.

New Books

Development Assistance Efforts and Policies; 1965 Review. Organization for Economic Co-operation and Development. (146 pages. 10s. 6d., by post 11s. 2d., from HM Stationery Office and Government bookshops). The Development Assistance Committee of the Organization for Economic Co-operation and Development was created in January 1960 for the specific purpose of providing a central point where suppliers of assistance to less-developed countries might consider together such common problems as the volume, form, terms, organization and effectiveness of their assistance efforts. The DAC, whose membership comprises 14 OECD countries and the Commission of the European Economic Community, has no funds of its own; it is, rather, a centre where new policies, problems and practices are discussed, and old ones reviewed. In this, the latest of a series of reports presented by the Committee's chairman, the record of 1964 and the problems with which the DAC has been particularly concerned are discussed in detail. Included is a survey of the assistance efforts and policies of the Committee's members, and a review of a wide range of issues facing the assistance-providing countries today. Two key problems are singled out for particular discussion: the need for progressive improvement in the economic performance of the less-developed countries; and the difficulties associated with the rapid growth in the volume of their external debt. The text of two Recommendations dealing with these subjects, and approved by the DAC at its annual High-level Meeting last July, are published in full, for the first time, as annexes to this report. Also included in the report are chapters on technical assistance and on new developments in the organization of members' assistance programmes. An important statistical annexe covering the major aspects of development assistance occupies the last 24 pages of the report.

The International Development Association: a New Approach to Foreign Aid, by James H. Weaver (267 pages. Praeger, £5 5s.) is a Praeger Special Study in International Economics and Development. The author examines the various proposals since 1949 for low-interest capital to be provided for developing countries. The attitudes of the International Bank for Reconstruction and Development, and of the governments of the various countries concerned with supplying capital are discussed, and the author shows how the International Development Association came to be founded in 1960 as a branch of the International Bank for supplying soft loans. The history of IDA up to September 1964 is described, and an attempt is made to evaluate its effectiveness in helping the developing countries. The last chapter deals with the future of IDA and discusses the significance of the ideas behind its foundation.

Nomenclature for the Classification of Goods in Customs Tariffs. Customs Co-operation Council. (Loose leaf, available from HM Stationery Office and Government bookshops, price £5 7s. 6d., by post £5 10s. 6d.). This is the definitive edition of the Brussels Nomenclature, and supersedes all previous editions issued by the Customs Co-operation Council. The work will be kept up to date by two amending supplements each year at an extra subscription of 15s. per annum. The first supplement, dated June 1965, has already been issued. The new edition includes a correlation table between the UN Standard International Trade Classification, Revised, and the Brussels Nomenclature.

Sixteenth Annual Report on Exchange Restrictions, 1965. (594 pages. Available free from the International Monetary Fund, Nineteenth and H Streets NW, Washington, D.C., 20431, U.S.A.). This important annual reference work consists primarily of a series of country surveys enumerating the restrictions on trade and payments imposed by 110 member countries of the International Monetary Fund. These generally relate to the position at the end of 1964, though in a few instances they relate to the exchange system at a later date. The surveys are arranged according to a standardised framework, and each contains (where appropriate) the following information: a description of the country's exchange rate system, including the par value and exchange rates usually as at December 31, 1964; the territorial extent of applicability of the exchange control; the administrative machinery by which the controls are operated; the requirements affecting the selection of the currency and method of settlement for transactions with other countries; the manner in which the country regards accounts in its currency of nonresident account holders; a brief description of import licensing arrangements, and requirements imposed on payments for visible and invisible imports, including limitations on the export of foreign and domestic banknotes; the corresponding information in respect of exports, including limitations on the import of foreign and domestic banknotes; and a general indication of the special arrangements or limitations attached to international receipts and payments in respect of capital items. Each survey ends with a chronology of the more important changes in the country's restrictive system during 1964 and early 1965. A brief introductory review of the world scene completes the volume.

Trade and Industry is the title of a new Arabic language monthly review for the promotion of trade between Britain and the Arab world which will start publication in January 1966. It is being published by the Hayat Group, whose head office is at Beirut, which also publishes two daily papers: *Al-Hayat* in Arabic, and *The Daily Star* in English. The editorial work on *Trade and Industry* will be carried out at the Group's London office, 27 Cockspur Street, London, S.W.1. A controlled circulation of 12,500 copies to trade outlets in Arabic-speaking countries from Libya to the Trucial States is guaranteed. The sole advertising representatives are Joshua B. Powers Ltd., 27 Cockspur Street, London, S.W.1.

Standard Handbook of Textiles, by A. J. Hall (352 pages. Iliffe, 45s.). There have been many developments in the production and use of textile fibres since the publication in 1959 of the fifth edition of this work. This new edition has been designed to give in a readable and not too technical style the essential facts about textile fibres, including man-made fibres, and their conversion into yarns, fabrics and garments, together with an outline of the subsequent processes of bleaching, dyeing, printing and finishing to which they may be subjected. There are numerous diagrams and photographs of modern machines, and a bibliography covers various aspects of textile production and processing, which are only briefly described in the book itself.

Performance and Profitability: a Manual of Productivity and Cost Reduction Techniques for Industry and Commerce, by M. J. Clay and B. H. Walley (610 pages. Longmans, 63s.). As the sub-title implies this book attempts to be a comprehensive study for management. The volume is in sections: Part one, Diagnostic and measurement, deals with work study, value analysis, etc.; Part two, Planning and control, covers network control, planned maintenance etc.; Part three, Operations research, outlines such topics as queuing theory, cybernetics and information theory; Part four, Specialist applications, deals with marketing analysis, automation etc.; and Part five, Aids to implementation, covers such subjects as interviewing, report writing and document reproduction. The scope is, therefore, wide but the coverage is uneven. Well-known techniques have only been afforded a basic treatment and the reader is referred to more fundamental works through bibliographies. The less well-known or developing techniques are given fuller treatment. Each chapter is arranged in a standard form that facilitates ease of reference, and as a desk tool the volume should be a helpful guide to management for the field it covers, but it is not a substitute for the more specialist works in these subjects that should be in every library covering management studies.

From December 6 employers will be liable to make payments to employees with at least two years' service who become redundant and who satisfy certain conditions. A free 32-page booklet issued by the Ministry of Labour called **The Redundancy Payments Scheme** is now available at all Employment Exchanges. Copies have also been sent for free distribution to employers, trade unions and interested organizations in all parts of the country. Employees will not have to pay anything towards the cost of the scheme, and employers will be able to reclaim via the Employment Exchange the major part of any payments they are required to make.

Other publications

BRITISH GLASS INDUSTRY DIRECTORY AND BUYERS' GUIDE. 8th edition. 250 pages. Published for The Society of Glass Technology by Thomas Skinner & Co. (Publishers) Ltd. 50s.

BRITISH VETERINARY CODEX 1965. 2nd edition. 843 pages. The Pharmaceutical Press, 17 Bloomsbury Square, London, W.C.1. 105s.

COMMERCE INDUSTRY FINANCE DIRECTORY [OF] HONG KONG 1965: An Official Guide and Directory published by the Commerce and Industry Department of the Hong Kong Government. 166 pages. Available, on receipt of a self-addressed label bearing 1s. 3d. in stamps, from the Hong Kong Government Office, 54 Pall Mall, London, S.W.1.

ECONOMIC DEVELOPMENT COMMITTEE FOR THE ELECTRONICS INDUSTRY, PROGRESS REPORT. 5 pages. Electronics EDC, Millbank Tower, Millbank, London, S.W.1.

EXPORT OPPORTUNITIES FOR SHIPBUILDING COMPONENTS IN SCANDINAVIA (DENMARK, FINLAND, NORWAY AND SWEDEN): Report of a Mission in March 1965 by the Export Council for Europe and the Federation of British Industries. 85 pages. Export Council for Europe, 27/28 Northumberland Avenue, London, W.C.2. 5s.

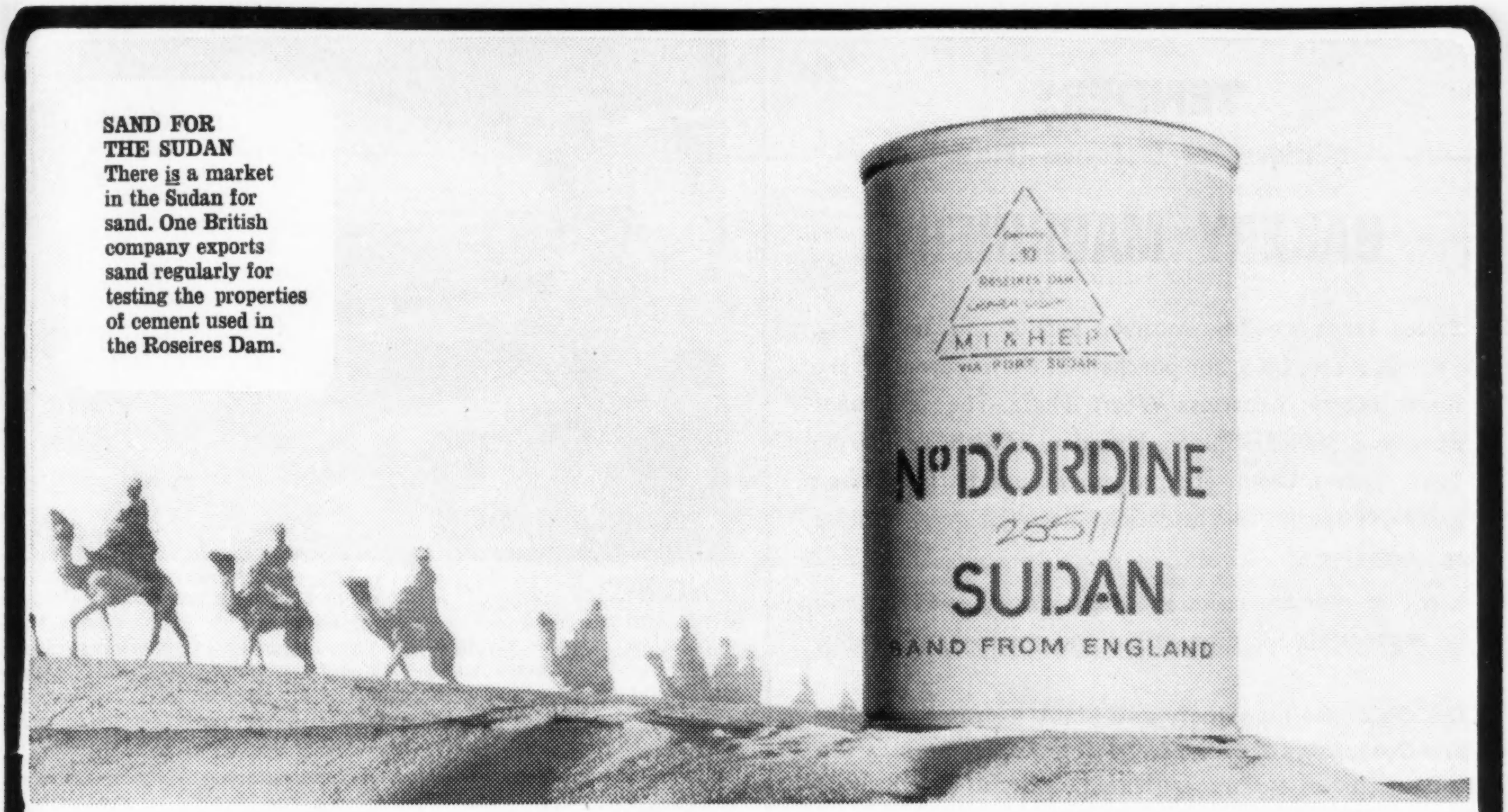
FRONTIERS OF ECONOMIC KNOWLEDGE, essays by Arthur F. Burns. First published in 1954; a paperback edition is now available. 367 pages. John Wiley & Sons. 15s.

KELLY'S DIRECTORY OF MANUFACTURERS AND MERCHANTS INCLUDING INDUSTRIAL SERVICES 1965-66. 3 volumes. Kelly's Directories Ltd. 100s.

SERVICES FOR EXPORTERS. 22 pages. Available free from the National Provincial Bank Ltd., 15 Bishopsgate, London, E.C.2.

TAXATION IN WESTERN EUROPE 1965: A Guide for Industrialists. 7th revised edition. 285 pages. Confederation of British Industries, 21 Tothill Street, London, S.W.1. 30s.

THE YORKSHIRE TEXTILE INDUSTRY 1965. 80th edition. 562 pages. John Worrall Ltd., Oldham, Lancashire. 30s., by post 33s.



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TATe Gallery 6271 Telex 25991
Manchester
DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

TENDERS
Ministry of Defence (Naval)

BAKERY MACHINERY

Sealed Tenders will be received until 3 p.m. on Friday, 29th October, 1965, for purchase of the contents of the Naval Bakery, Vittoriosa Wharf, Malta. The equipment comprises Blender, Mixer, Moulder, Prover, Tempering Tank, Rotary Oven, etc., together with Motor Driven Conveyer System, and associated electrical gear, shafting and trunking.

It will be sold as one lot and the successful tenderer will be responsible for dismantling and removing all items.

Details of the machinery and plant, Forms of Tender and Conditions of Sale can be obtained on application to Director of Contracts (Naval), C.P.88, H.M. Naval Base, Malta, quoting Ref. N/C.P.88/64365.

Neither the highest nor any tender will necessarily be accepted

ENTRIES ARE INVITED FOR INCLUSION IN A
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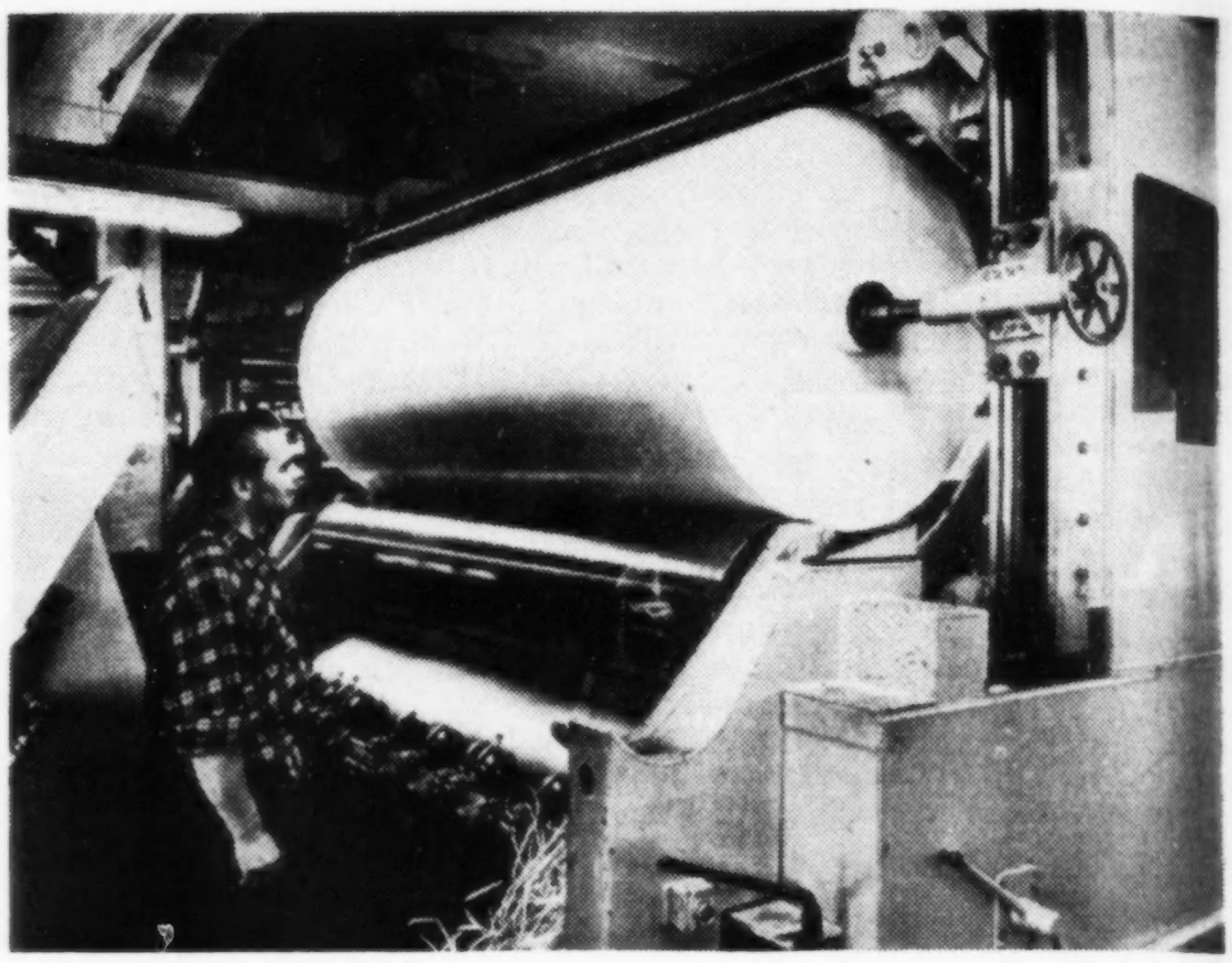
of
CIVIL ENGINEERING PLANT, TOOLS AND EQUIPMENT, MOTOR VEHICLES, PLANT ANCILLARIES AND SPARES, AGRICULTURAL IMPLEMENTS, ETC.
to be held by
WALKER, WALTON & HANSON
in association with
RICHARDSON & LINNELL
on
THURSDAY, 2nd DECEMBER, 1965
at
BURNASTON AIRFIELD
5 miles from Derby on the Derby - Lichfield Road (A38)
ENTRY FORMS NOW AVAILABLE

From: Walker, Walton & Hanson, Dept. B3, Byard Lane, Bridlesmith Gate, Nottingham. Tel. Nottingham 54272 (10 lines)
and
Richardson & Linnell, Dept. B3, St. James's Sale Rooms, St. James's Street, Derby. Tel. Derby 47504 (6 lines).

TEXTILE EQUIPMENT FOR SWEDEN



British Winders Limited of Wimbledon, London, an associate of Masson Scott Thrissell and the Walmsley (Bury) group of companies, have successfully negotiated against strong continental competition a £30,000 heavy duty U3 board winder order from the well-known Stalldalen mill of Stora Kopparbergs Bergslags A.B., Sweden. This picture shows the winder, operating at maximum speed, halfway through a winding cycle.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

Wanted
STOCKS for CASH

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

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23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
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STAINLESS STEEL CONTAINERS

ALL at 75/- each plus carriage 5/- each

A & B 16″ x 11″ x 11″ 6 gallon capacity. C & D 3 gallon capacity A B C are ex WD. C is unused. D is brand new. A B & C have locktight antisplash lids, D lid is optional extra 25/-.

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Nov. 11 .	23·215 acres of land and buildings formerly part of Royal Air Force Station, Barnham, including three large concrete buildings 191 ft. x 60 ft. each, and numerous other Seco and concrete buildings, total floor 55,000 sq. ft. approx. The whole suitable for industrial, storage or warehousing purposes subject to the necessary planning permission.	Royal Air Force, Barnham, Nr. Thetford, Norfolk. Thetford 2 miles, Bury St. Edmunds 12 miles.	O. E. Griffiths, Auctioneers, Rothsay House, 124 High Street, Newmarket. (Tel. Newmarket 2054/5).
Nov. 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

The above sale will include:

Motor Vehicles Sundries including gearbox assemblies; wing assemblies; reflector units; fuel injection pumps; ancillary spares; toolboxes, toolbags, tools, etc.

General Electric and other items including video amplifier units; Cossor oscillographs; oscilloscopes; power units; transformers; consoles; receivers; resolver units; test sets; modulator units; monitors; signal generators; indicating units; radio panels; selector units; time base units; tuning units; meter panels; various radio spares; distribution panels; charging board equipment; waveform generators; control units; connectors; electronic valves; lead acid accumulators; junction boxes; fuse boxes; Tannoy speakers, etc.

Instruments including 800 binoculars; 380 pocket and stop watches; gyroscopes; pocket aneroid altimeters; aircraft and drawing instruments; slide rules; thermometers; air mileage units, etc.

General Sundries including 15 radar cabins; portable canvas shelters with metal bases; wood and metal pallets; aerial and ground equipment; metal containers; metal engine stands; metal lockers; wooden cases; fire fighting equipment; rack assemblies; steel bars, wire, tubing and sheets; aluminium spherical reflectors; various paints and chemicals; cambric type sheets; oxygen equipment; water purification spares; metallic strip; various textiles; glass panels; furniture, etc.

1965	Stores	Location	Auctioneers
Dec. 15 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester.

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

AIR FORCE DEPARTMENT TENDER SALES

Tenders invited for the purchase of the following: (1) Office safes, (2) 157,500 field dressings. Apply to Ministry of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1.

Bruntingthorpe Royal Air Force Station – Public Auction. *Description:* 144 acres of land and buildings forming outer portion of Royal Air Force Station, Bruntingthorpe, including one T.2 and one B.1 type hangar and numerous other buildings as now standing thereon. *Location:* Lutterworth 5 miles, Leicester 10 miles, Market Harborough 9 miles. *Sale by auction* on **November** 16, 1965, at the Town Hall Lutterworth. *Auctioneers* (from whom detailed particulars and plan can be obtained): Shakespear, McTurk & Graham, 17 Wellington Street, Leicester. Tel. 23987/8/9.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Nov. 3 .	M.T. spares; hand tools; engineering supplies; two generating sets, trailer mounted 'Godiva' 3½ kVA and 'Waukesha' 5 kW 115 V d/c; Ford 10 h.p. Mercury tractor, Standard petrol engine, gear box and rear axle; scrap batteries, 1,500 jerrycans; 14 cwt. tin bars and ingots; miscellaneous clothing including ankle boots, shoes, greatcoats, B.D. blouses and trousers; kitbags; haversacks; furniture; kitchenware and hardware; six 50 h.p. outboard motors (Evinrude).	Command Ordnance Depot, Kinnegar, Holywood, Co. Down. (*Sale at Belfast*).	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233).
Nov. 9 .	Industrial equipment and surplus stores including:	Northern Command Ordnance Sub-Depot, Barlow, Leeds, Yorks.	Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds 2. (Tel. Leeds 20898).

Lathe, drilling, grinding and welding equipment; engineers tools; tool kits; hand tools; M.T. assemblies and spares; electrical, signal and wireless equipment and spares; gauges; towing and lifting equipment; cable; metals; paint; ironmongery; compressors; steel racking; domestic boilers; cooking ranges; heating stoves; office and household furniture; tents; canvas; curtains; wool and cotton cloth rags; packing cases, etc.

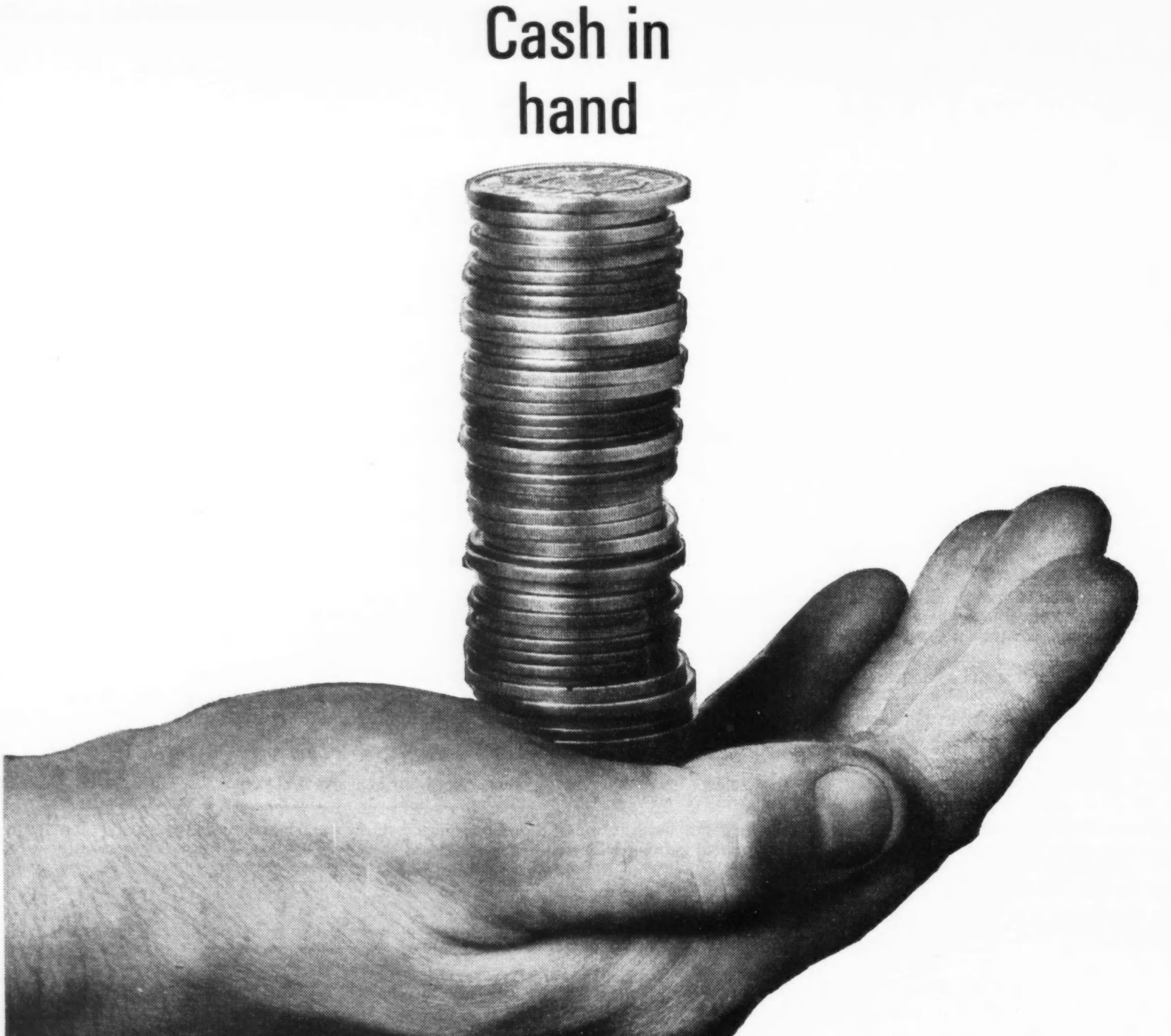
1965	Stores	Location	Auctioneers
Nov. 16 .	Machine tools; engineers' and hand-tools; laboratory equipment, chemical glassware; radio and electrical equipment and spares; clothing; groundsheets; mattresses; blankets; raincoats; suitcases; kitchenware; haversacks and packs; old tentage.	Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey Sons & Cassell (Dept L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Nov 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.



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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE: Personal disposable income	CONSUMERS' INCOME AND EXPENDITURE: Total consumers' expenditure		CONSUMERS' INCOME AND EXPENDITURE: Retail sales	FIXED CAPITAL EXPENDITURE: Total	FIXED CAPITAL EXPENDITURE: Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	CHANGES IN STOCKS: Total	CHANGES IN STOCKS: Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1963															
4th quarter	122	124	139	133	121	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	162	187	161	+ 56	+ 49	—11	+11
2nd quarter		131				106		127	164				+ 83	—15	+ 6
1965															
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS: Engineering industries: orders on hand	ORDERS: Textiles and clothing industries: orders on hand†	PRICES AND COSTS: Index of retail prices: Index†	PRICES AND COSTS: Index of retail prices: % change on year earlier	PRICES AND COSTS: Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Manufactured products: home sales†	PRICES AND COSTS: Hourly wage rates: all industries and workers†	LABOUR: Wholly unemployed excluding school leavers: Mid-month or monthly average†	Change from previous period†	Normal seasonal change	LABOUR: Unfilled vacancies for adults: Mid-month or monthly average†	Change from previous period†	Normal seasonal change	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—412
1963																
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	+ 6
1964																
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	—103
1965																
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	— 27
2nd quarter	166*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	— 52
3rd quarter			132·6	+4·8	110·4*	129·6*		277	— 16	—34	284	— 4	+ 6	152*	147*	
1965																
February	166	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	166*	123*	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	166*	123*	132·1	+5·1	111·3	129·2	156·0	297	— 16	—23	287	+13	+ 9	157	140	..
June	166*	127*	132·4	+4·9	110·7	129·3	157·2	268	— 29	—33	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5*	129·5*	159·4	264	— 4	—15	296	— 6	+ 3	152	154	..
August		122*	132·7	+4·7	110·1*	129·6*	159·8	279	+ 15	+10	282	—14	— 9	157	144	..
September			132·8	+4·8	110·6*	129·7*		287	+ 8	+11	275	— 7	— 7	149*	143*	..

† Not seasonally adjusted. * Provisional.

E2A

United Kingdom trade in September

A shortened version of this week's article appeared in last week's issue of the Board of Trade Journal.

Summary

EXPORTS IN SEPTEMBER were well maintained and the recent run of figures leaves no doubt that there has been a marked rise in exports in recent months. Imports fell back sharply last month from the high August total and in the third quarter they were little more than in the second quarter. The trade deficit was markedly lower in September and in the third quarter as a whole it was much the same as the rate in the first half year.

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1964 1st quarter .	367	469	12	—41
2nd quarter .	365	477	13	—45
3rd quarter .	363	476	14	—51
4th quarter .	377	478	13	—41
1965 1st quarter .	383	458	13	—13
2nd quarter .	381	485	13	—40
3rd quarter* .	399	487	15	—27*
1965 April . .	387	477	13	—30
May . .	379	501	13	—57
June . .	376	472	14	—34
July . .	418	485	17	— 5*
August . .	391	501	15	—53*
September* .	388	475	14	—23*
1965 April-June .	381	485	13	—40
July-September*.	399	487	15	—27*

*Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter . .	371·4	474·4	12·8
2nd quarter . .	377·5	480·8	13·1
3rd quarter . .	338·7	460·4	12·0
4th quarter . .	383·2	484·9	13·3
1965 1st quarter . .	373·9	464·8	13·6
2nd quarter . .	401·7	487·0	14·0
3rd quarter* . .	380·6	477·3	14·0
1965 July . . .	419·4	495·3	15·6
August . . .	355·5	454·2	12·8
September* . .	366·8	482·3	13·5

*Provisional estimates.

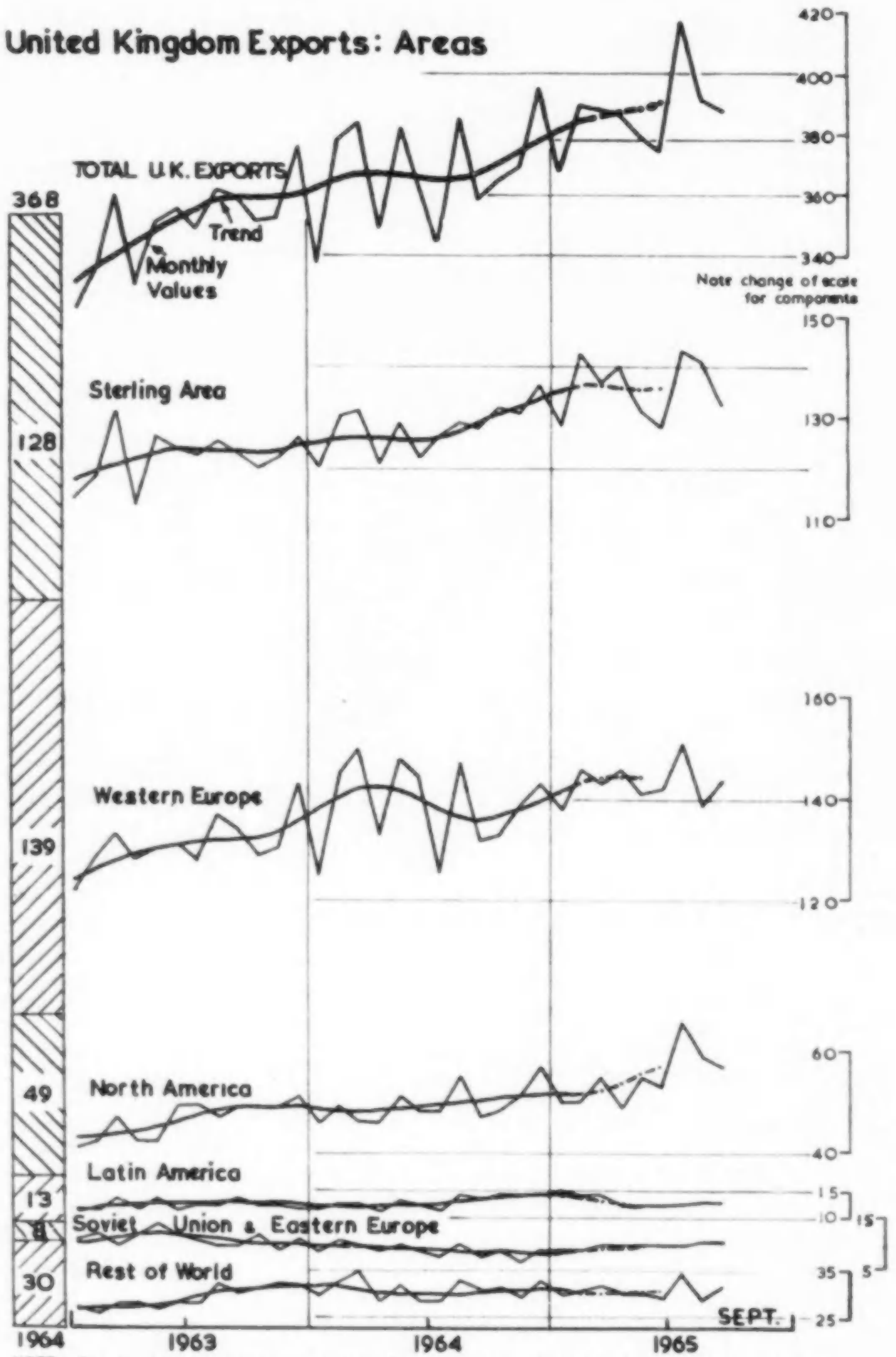
Trade Balance

The trade deficit in September fell sharply to £23 million, seasonally adjusted. The average for the third quarter was £27 million a month, much the same as the average in the first half of this year and little more than half the rate of £45 million a month during 1964.

Exports

Exports in September were £388 million, seasonally adjusted. Whilst there must be some uncertainty about the seasonal influences in individual months this summer with the change in the August Bank Holiday, the figures for the third quarter as a whole, at an average of £399 million, show that there has been a marked rise in exports in recent months. The average for the third quarter is nearly 5 per cent above that for the preceding three months, and brings the rate for the first nine months of the year to 5½ per cent above the average for 1964.

The main growth in exports in the last three months has been to North America, where exports to the United States continued strongly upwards, while those to Canada showed a sharp recovery after falling back in the second quarter. In the Overseas Sterling Area, the recovery from the fall in the second quarter in exports to Australia and New Zealand helped to lift the total to just above the previous peak reached in the early months of this year.



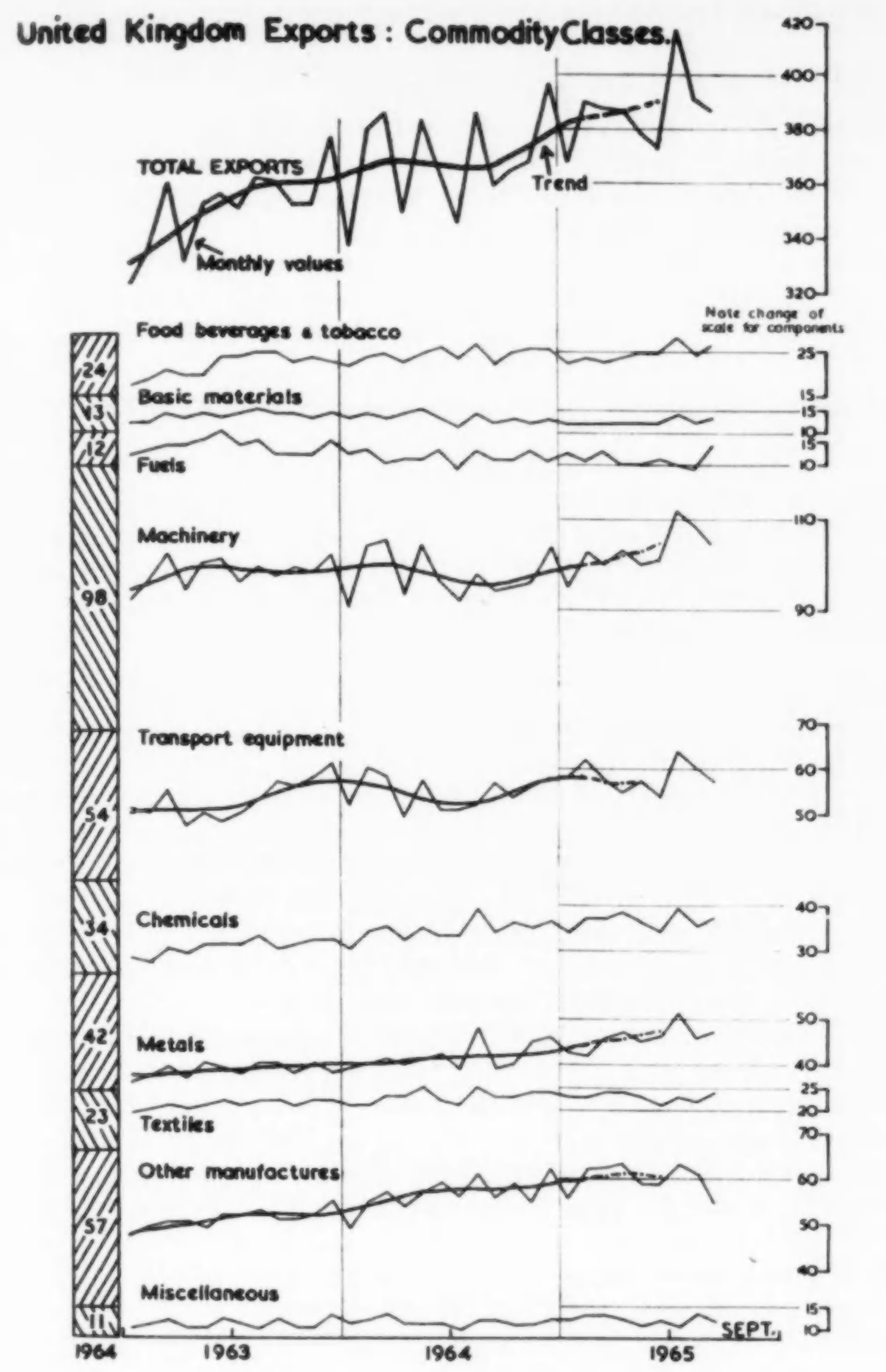
NOTE. On all graphs the level of the trend line for each month takes into account figures for the seven months before and after that month. A provisional trend for the first four of the last seven months is shown by a broken line.

Table 2. United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 3rd quarter .	128	135	71	51	50	12	8	30	363
4th quarter .	133	138	74	52	52	14	7	31	377
1965 1st quarter .	136	143	74	56	52	15	8	31	383
2nd quarter .	133	143	75	55	53	12	9	30	381
July . .	142	151	78	57	66	13	9	35	418
August .	141	139	73	52	59	13	10	29	391
September* .	132	144	73	57	57	13	10	31	388
2nd quarter .	133	143	75	55	53	12	9	30	381
3rd quarter*	138	145	75	55	61	13	10	32	399

* Provisional estimates.



ABC oscilloscope cameras, marketed by AVO Ltd., being used at the National Physical Laboratory to record wave formations of sonic bangs. These cameras, which enable distortionless photographs of oscillograms to be taken and prints to be produced in ten seconds by the Polaroid system, have been exported to Sweden, South Africa, Australia, Italy, Finland, France, Iraq and Germany.

Exports to EEC countries and to EFTA have shown little change in the last three months. Exports to other Western European countries and to Soviet Eastern Europe have been expanding strongly and there has been some recovery in exports to Japan.

In the commodity pattern of exports, the recent growth has been widely based. One of the main increases has been in machinery, though transport equipment has also risen sharply, mainly due to increased

Table 3. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

				Manufactures										
					Machinery and transport equipment									
	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	Total
1964 3rd quarter .	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter .	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter .	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter .	24	12	11	323	157	101	46	10	36	46	23	60	12	381
July . . .	27	14	11	354	176	113	50	14	39	51	25	63	11	418
August . .	24	12	9	335	169	109	46	13	36	46	22	61	14	391
September* .	26	13	14	322	161	105	47	10	37	47	24	54	12	388
2nd quarter .	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter* .	26	13	11	337	169	109	48	12	37	48	23	59	12	399

*Provisional estimates.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
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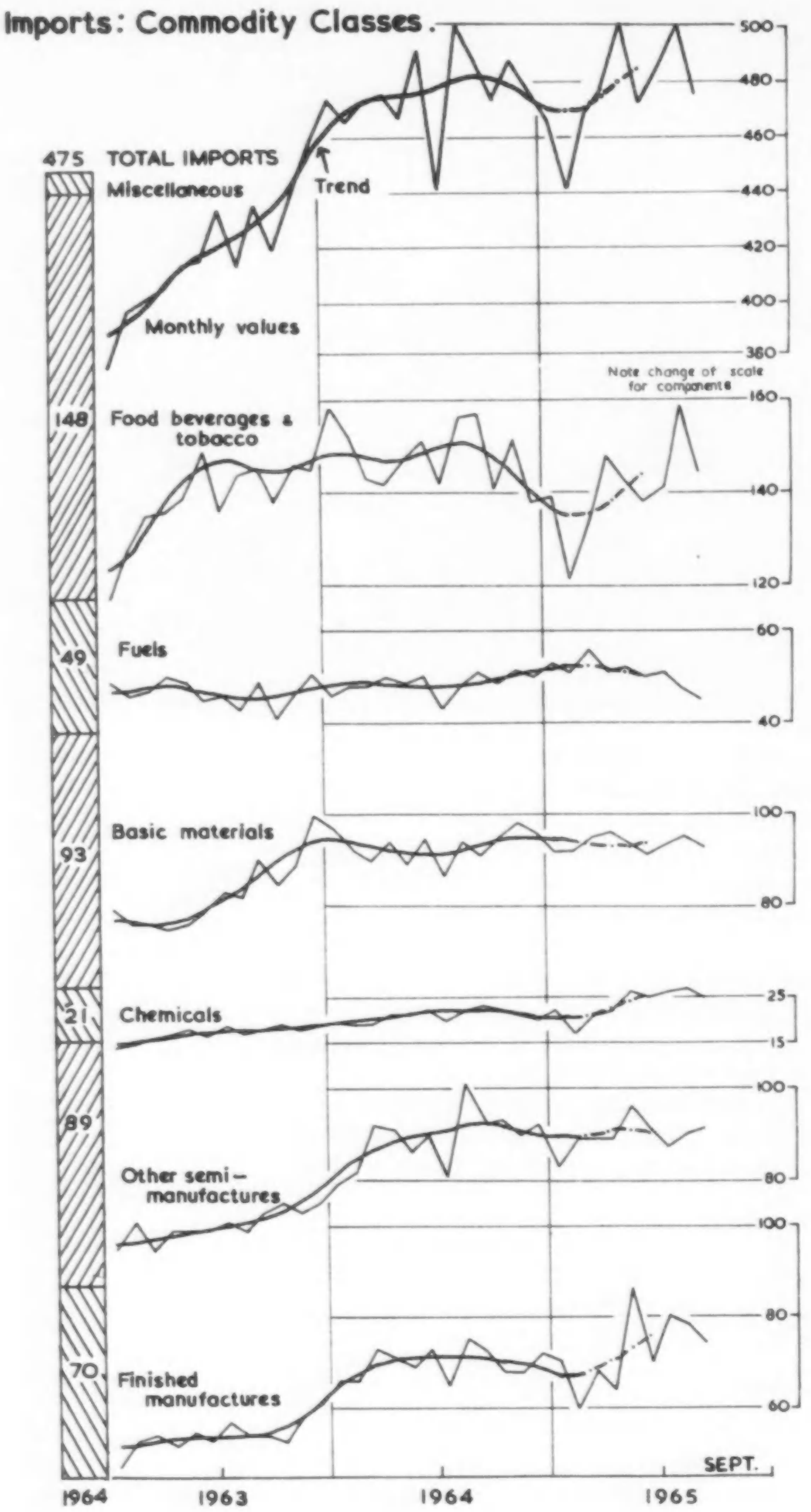

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. *(See page* 1,004 *of this issue.)*

deliveries of ships and aircraft. Exports of metals and manufactures of metal have shown a further advance and there has been a sharp increase in exports of the beverages and tobacco group. In September there was an erratic fall in exports of precious stones (which depressed the total for 'other manufactures').

Imports

Imports in September decreased sharply to £475 million, seasonally adjusted. The monthly figures have fluctuated widely this year, however, and the precise direction of the trend in recent months is uncertain, though apparently it has been almost level in the last two quarters. In the third quarter, imports averaged £487 million, seasonally adjusted, very little more than the average of £485 million for the second quarter, but 3 per cent higher than the rate for the first half year as a whole. Over the first nine months of this year they have averaged less than a half per cent more than the monthly rate in 1964.

Although imports increased only a little in total between the second and third quarters (on a seasonally adjusted basis), there were varying trends among the main commodity groups. Imports of basic materials did not change much, and the values of fuel imports and of semi-manufactures other than chemicals were lower. Against this, there were increases in chemicals, in all three classes of food, beverages and tobacco, and in finished manufactures. The sharp rise in the latter category, which showed signs of easing in September, no doubt reflects partly the aftermath of the reduction in the import charge. The increases affected a number of manufactured products, with imports of machinery and transport equipment rising a little faster in the third quarter than before and imports of mainly consumer goods increasing after previously falling.

There has been a continued increase in imports from Western Europe in recent months, mainly from Common Market countries, but imports from the sterling area and North America have been lower.

Notes:

A further article based on the full Trade Account figures will appear in the issue of the *Board of Trade Journal* of November 5.

(*Text continued on page* 966)

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
July	141	51	206	94	26	87	80	6	485
August	159	47	213	95	27	91	78	6	501
September*	145	45	209	93	25	91	74	7	475
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter*	149	48	209	94	26	89	77	6	487

*Provisional estimates.

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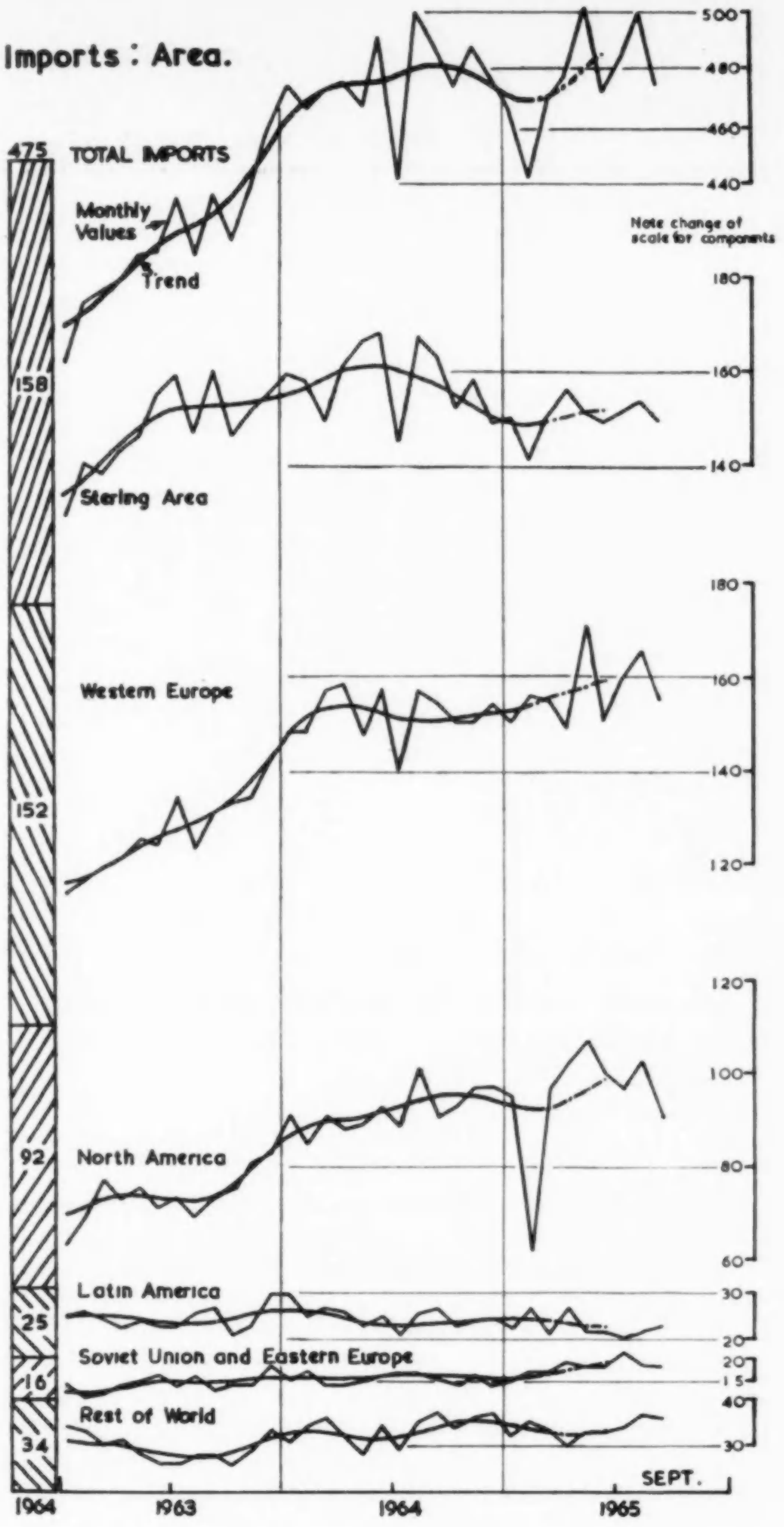

Table 5. Imports: Areas

Seasonally adjusted £ million c.i.f. monthly average or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 3rd quarter . .	157	150	94	24	17	33	476
4th quarter . .	152	151	96	24	16	36	478
1965 1st quarter . .	147	154	85	24	16	33	458
2nd quarter . .	153	157	103	24	19	32	485
July . . .	152	160	98	20	21	34	485
August . .	154	165	102	23	19	37	501
September* . .	149	155	91	23	18	36	475
2nd quarter . .	153	157	103	24	19	32	485
3rd quarter* . .	152	160	97	22	19	35	487

*Provisional estimates.

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

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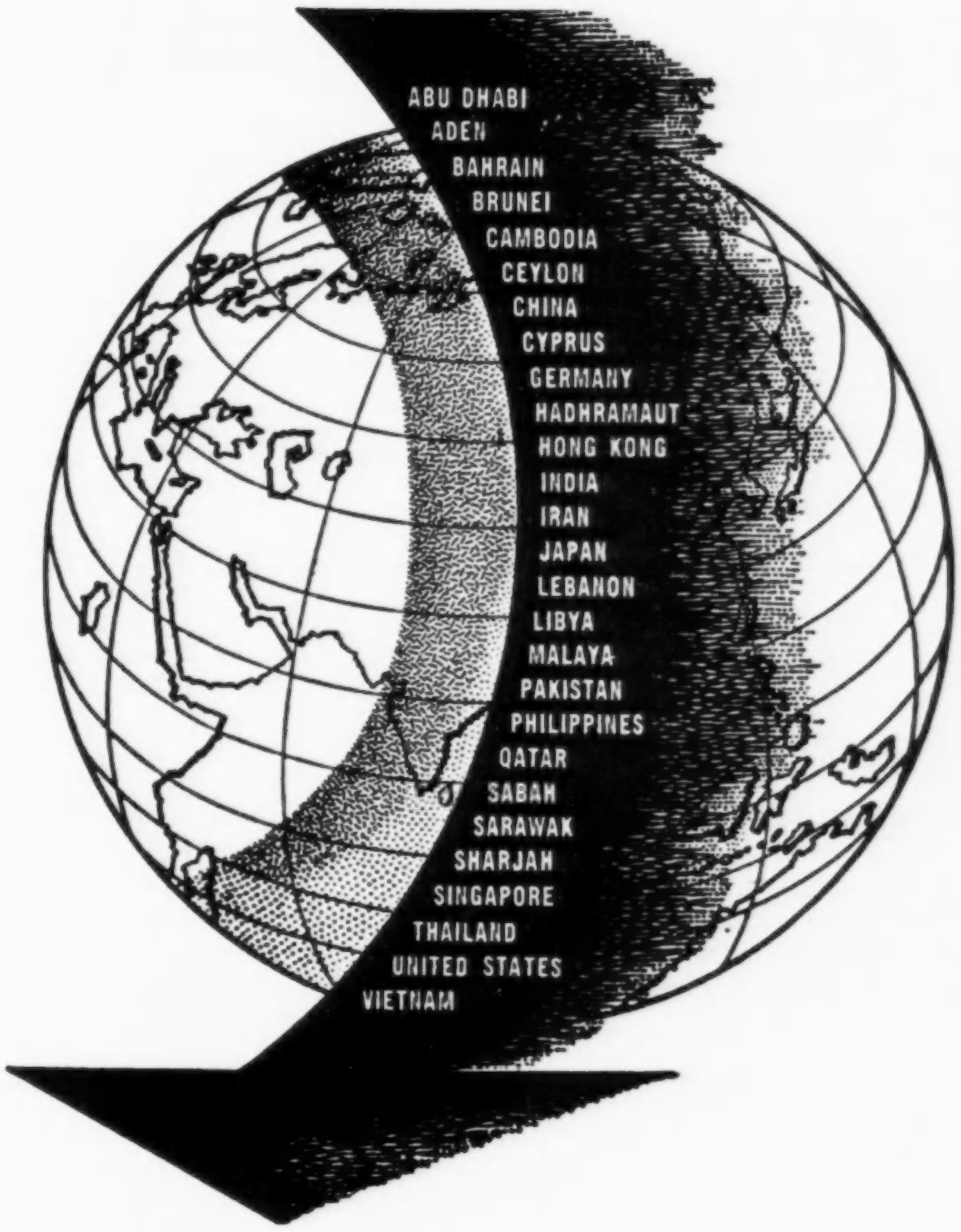
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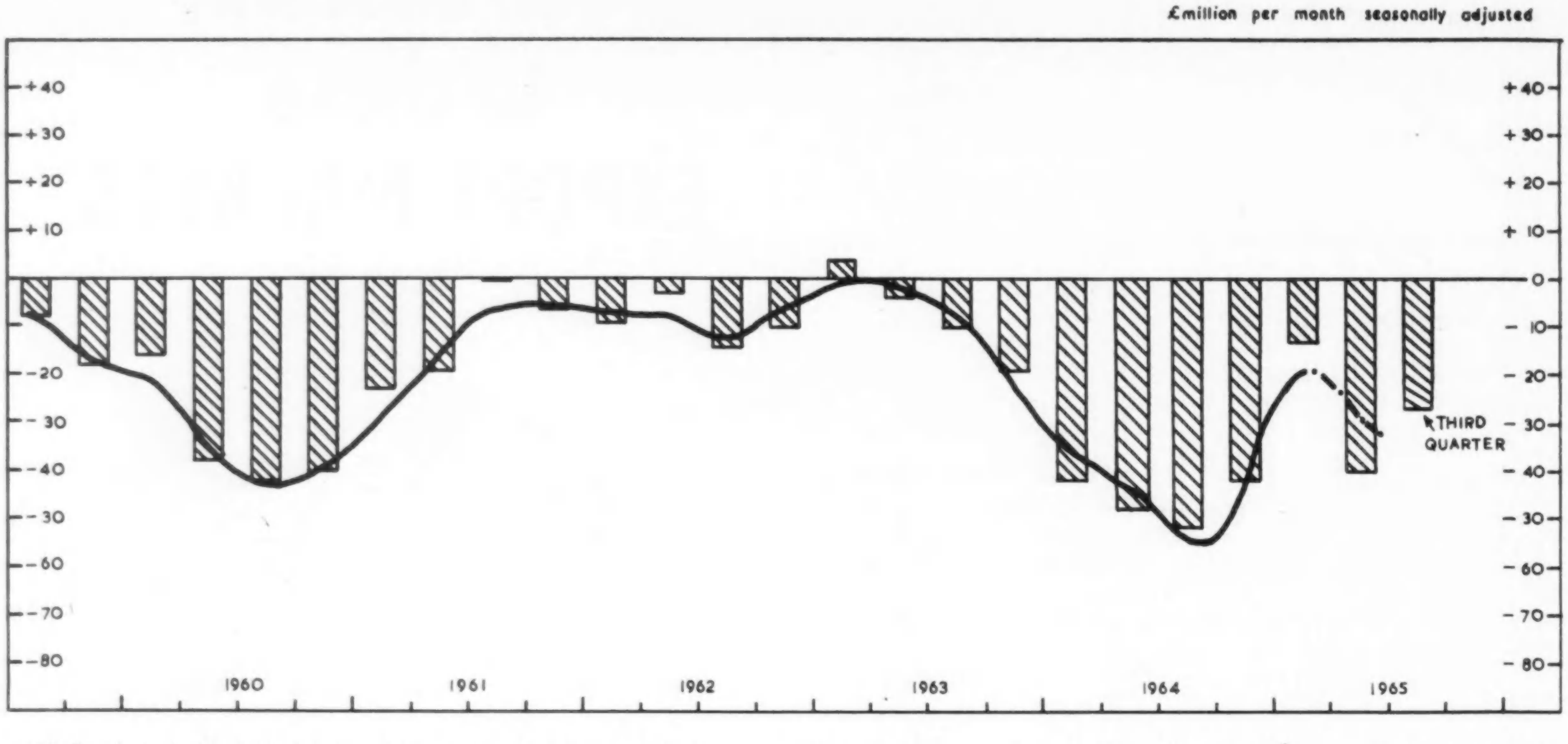
THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

UNITED KINGDOM TRADE IN SEPTEMBER, continued

The full Trade Account particulars will be published on October 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for November due to be published on or about November 29.

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* Accounts relating to the Overseas Trade of the United Kingdom, September 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 15, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Look at Life Series 27: *You're under Inspection*	Br/E 30741	9	October 11	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pic. Series 560/572: *Pathe Pic. No. 566*	Br/E 30742	9	October 11	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pic. No. 567	Br/E 30743	8	October 11	" "	" "
The Wild Affair	Br/E 30744	88	October 11	British Lion Films Ltd.	Seven Arts Films (UK) Ltd.
Look at Life Series 27: *The Cherry-Pickers*	Br/E 30745	9	October 12	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Yeats Country	Br/E 30746	18	October 12	" "	Department of External Affairs, Dublin, Eire.
The Bedford Incident	Br/E 30748	102	October 14	Columbia Pictures Corp. Ltd.	Bedford Productions Ltd.
Pathe Pic. Series 560/572: *Pathe Pic. No. 568*	Br/E 30750	8	October 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-82	Br/E 30480	8	October 15	" "	" "
Pathe News 65-83	Br/E 30481	8	October 15	" "	" "
Movietone News 1896A	Br/E 30400	7	October 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1897	Br/E 30401	8	October 15	" "	" "
				FOREIGN	
The Sons of Katie Elder	F 30739	122	October 11	Paramount Film Service Ltd.	A Hal Wallis Production, c/o Paramount Pictures Corp.
Tokyo Olympiad	F 30740	131	October 11	British Lion Films Ltd.	Toho Company Limited, Tokyo, Japan.
Love Has Many Faces	F 30747	97	October 14	Columbia Pictures Corp. Ltd.	Jerry Bresler, Hollywood, California.
The Organizer (I Compagni)	F 30749	125	October 15	Connoisseur Films Ltd.	Lux Film and Societa Vides, Rome, and Mediterranée Cinema Productions, Paris.

AMENDMENTS TO THE REGISTER:
The playing time of the film 'Go, Go, Go, World' (F 30505) registered on July 1, 1965, has been amended to 71 minutes.
The playing time of the film 'Black Spurs' (F 30155) registered on March 1, 1965, has been amended to 72 minutes.

Orders in the textile and clothing industries

THE ESTIMATED volume of orders-on-hand in the grouped textile and clothing industries at the end of August was 3 per cent less than at the end of July. In the holiday months July and August taken together deliveries were some 4 per cent more than in the same months last year; the rate of receipt of net new orders was 8 per cent more.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter*	127	103	98
1964 June	124	90	95
July	120	75	87
August	117	78	86
1965 June*	127	102	93
July*	126	88	90
August*	122	77	89

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Production in the cotton industry

THE VOLUME of production in the cotton industry in August was 1 per cent less than in August 1964.

Statistics issued by the Cotton Board show that in the period January-August the output of single yarn was at about the same level as in the corresponding months of 1964. The amounts of yarn doubled and cloth woven were both 2 per cent more.

(*All figures are weekly averages*)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in August was 3 per cent more than in August 1964.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, the rate of production of tops was 5 per cent more than in August last year. The rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 9 and 8 per cent more respectively, compared with August 1964.

Comparisons during holiday months, however, should be treated with caution; if the two months July and August are taken together the rate of production of tops was 2 per cent more than in the same months last year. The rate of delivery of worsted yarns was 2 per cent more and of woven fabrics (excluding blankets) 3 per cent more.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	77·0	51·6	48·7	38·5	7·1
1959	12 ·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
1964 June	36·5	23·3	28·6	20·0	16·9	12·9	2·6
July	34·0	22·2	27·1	18·6	17·4	11·7	2·2
August	22·4	13·0	19·3	13·6	11·0	8·0	2·3
1965 June	32·9	20·1	27·1	18·7	15·3	11·3	2·3
July	31·7	21·0	24·1	17·2	16·6	11·5	2·4
August	23·6	13·6	19·3	14·9	11·6	8·9	2·5

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabric which are mainly worsted by weight of components.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor: Production Series are now available and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Index of retail prices in September

AT SEPTEMBER 14 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 113·0, compared with 112·9 at August 17, 1965.

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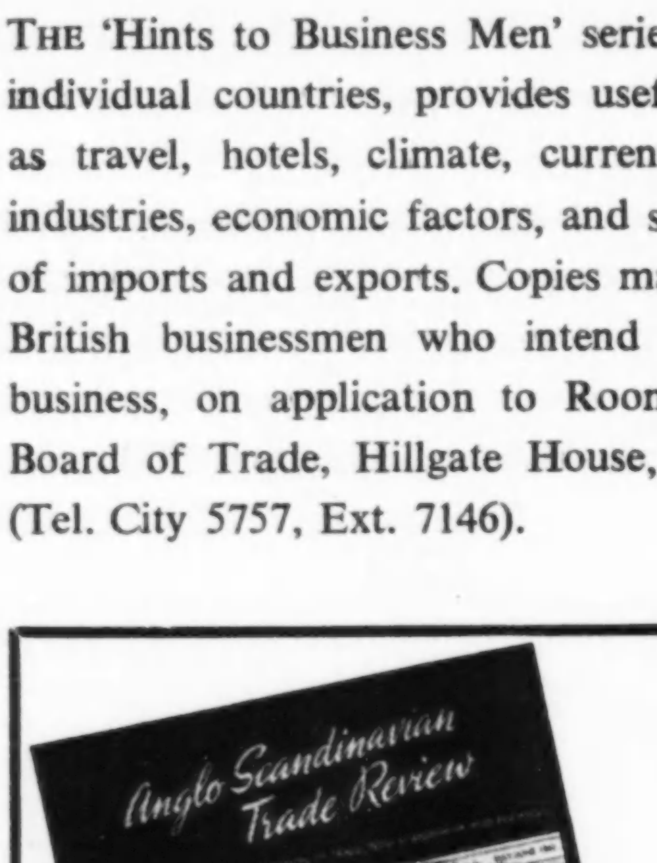

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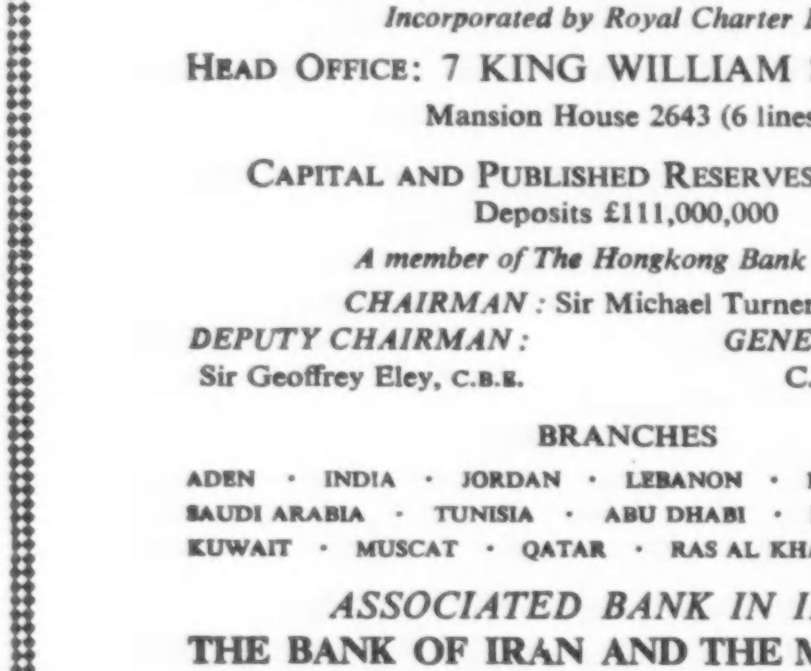

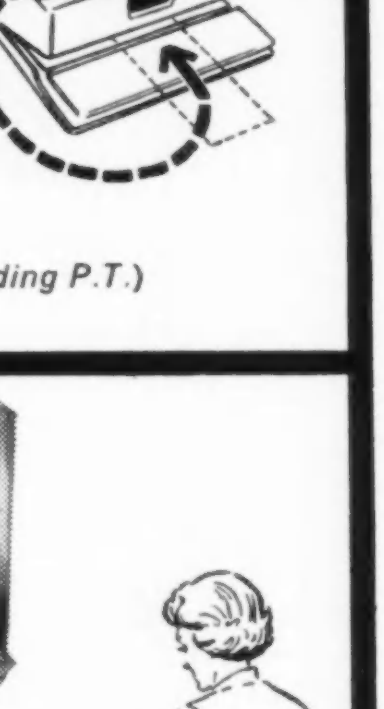
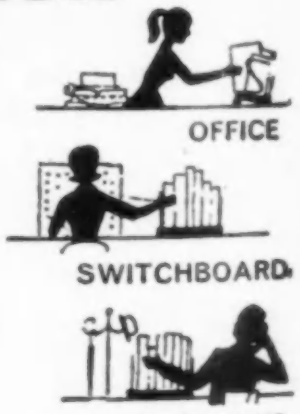

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Machine tool orders in July

THE MINISTRY OF TECHNOLOGY report that figures collected on their behalf by the Board of Trade show that net new orders for machine tools in July, at over £17 million, were almost equal to the all-time record set in March 1960.

High level of orders from the home market

This was entirely due to the very high level of home orders at almost £13½ million. July is normally a good month for orders, but even after adjustment for seasonal variations, both total orders at £16¼ million, and especially home orders at almost £13 million, exceeded the previous highest monthly figures in March 1960, similarly adjusted but ignoring the effect of any price increases. Although this increase was mainly recorded by a small number of large firms, it would seem, therefore, that the slight decline in home orders since the beginning of the year may well have been arrested and possibly reversed. Seasonally adjusted, orders for the last three months are in total almost 20 per cent above those for the previous three months, and for home orders almost 30 per cent up. Compared with the same seven months of 1964, orders for the home market this year are up by 20 per cent.

Export orders on hand remain low

Export orders in July, seasonally adjusted, were only slightly better than in June, and the total for the last three months was over 5 per cent down on the previous three months. Although export deliveries were also low, they followed the very high deliveries in the previous month and taking the months of June and July together, continue to be above the average in the earlier months of this year. Thus, although there was in July a slight recovery in export orders on hand, they remain around the level of a year ago and are still less than at the end of last year. Therefore, the intake of orders will have to improve if export deliveries are to be maintained without a fall in orders on hand.

Home deliveries down

Deliveries to the home market in July were much the same as in June and rather below the level in the earlier months of this year. Seasonally adjusted, deliveries in the latest three months were 5 per cent below those in the previous three months. There was, therefore, a big excess of orders over deliveries for the home market of around £6 million and a corresponding increase in orders on hand. The latter now exceed £70 million for the home market and £100 million in total for the first time since May 1962, respectively around 50 per cent and 30 per cent above the level of a year ago. Total orders on hand represent almost 9 months' work, and those for the home market more than 9 months' work at current rates of output. Export orders on hand, however, represent only between 7 and 8 months' work.

Note: Tables showing recorded figures and seasonally adjusted figures for metal working machine tools orders and deliveries will be published next week. These figures were last published in the *Board of Trade Journal* of October 8, page 823.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4*s. post free.*

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
427	Declaration of value on Customs export documents.
SN6	Notice to Passengers (Exchange Control and Export Licensing).
	Notice to Exporters – Exchange Control (issued by HM Treasury – also obtainable from any bank).
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty had been paid.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
430A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.
Export Rebates	
435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

Exhibitions and Fairs

Britain's £2½ million pavilion at 1967 World Fair in Montreal

'CRAGGY, TOUGH and uncompromising.' This is how Sir Basil Spence describes his design for the British Pavilion at the World Exhibition in Montreal in 1967 when British firms will be given an opportunity to take part in a major international exhibition without paying for floor space. Details of the pavilion were released on October 15 by the Central Office of Information which, on behalf of the Commonwealth Relations Office, is responsible for the design, building, equipping and management of Britain's official display.

Britain's site, covering nearly three acres, is to be situated on Notre Dame Island in the St. Lawrence Seaway near to the sites of France and the Canadian Federal Government.

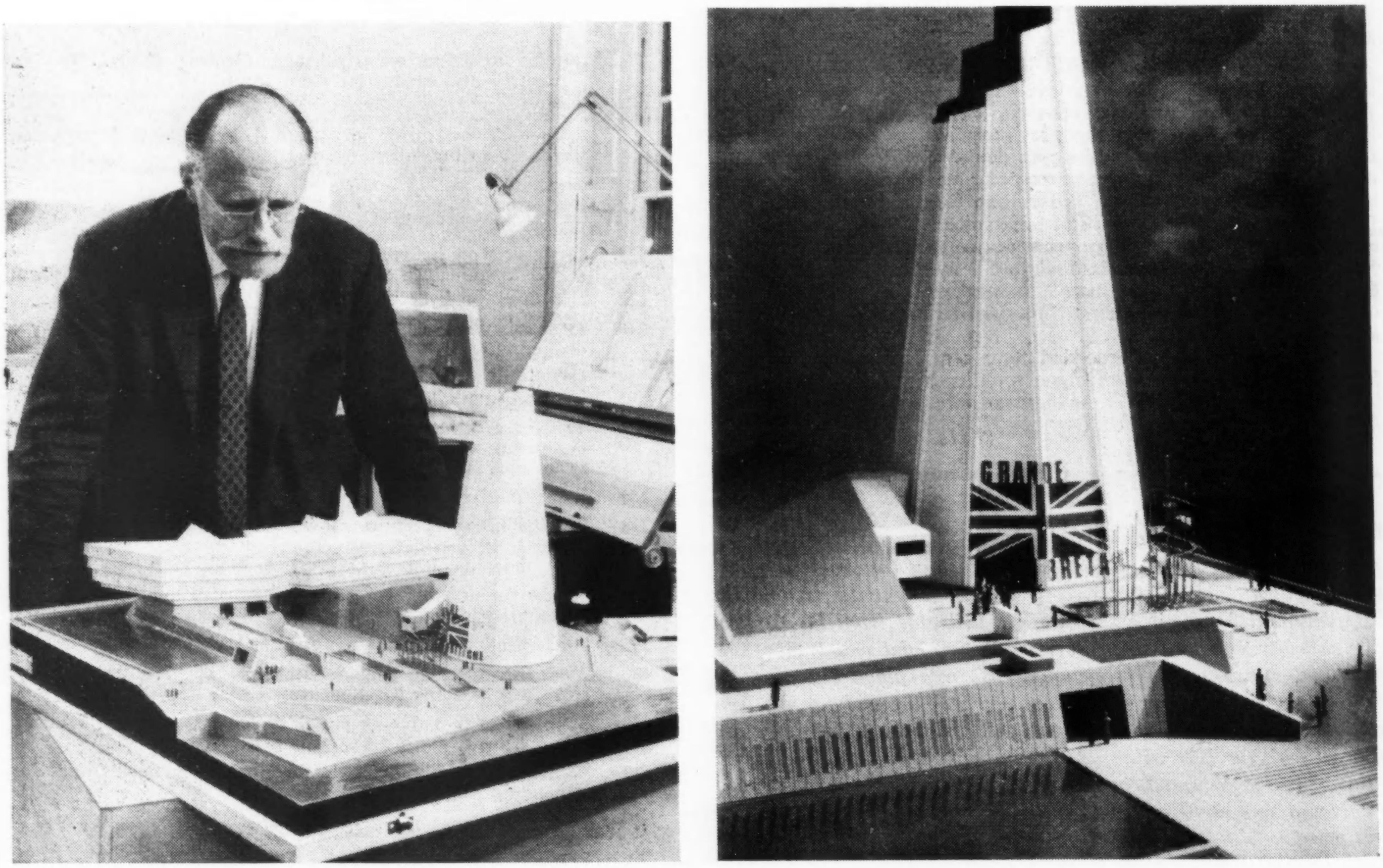
The Canadian Corporation for the 1967 World Exhibition set up by the Canadian Government are inviting British firms to place an exhibit in any of its theme pavilions merely for the cost of transport across the Atlantic and back again. 'Expo 67' – as it is known – is a 'first-category' exhibition, the latest in the series of which the Brussels Exhibition of 1958 was the most recent. It will last for six months from April 28 to October 27, 1967. The British Government pavilion, designed by Sir Basil Spence, will cost £2½ million. Already about 60 nations, including the United States and the USSR, have agreed to participate, which compares favourably with the 45 finally represented at Brussels.

Sir Basil's brief called for a pavilion containing five main sections which, while conforming to the overall theme – 'Man and His World' – would project Britain over a wide front. His interpretation is a robust design in which tradition and romance give way to a bold and uncompromising structure using large forms with an industrial bias. Reminding visitors that the British are an island people, the cliff-like walls of the pavilion rise out of the water. The mass is big with exhibition halls deeply cantilevered over moats, and the site is dominated by a conical tower almost 200 feet tall. There are no windows in the exhibition halls, all areas being artificially lit and air-conditioned. There will be no flags or bunting, no grass or flowers. Visitors approaching from the main avenue pass first over a shallow moat and then under a covered entrance to the broad concourse featuring a sculptured fountain and associated pools.

The unifying theme of Britain's Pavilion is 'The Challenge of Change', and the first section, designed by Sean Kenny, depicts the British as a mature people whose response to the challenges of history has welded them into a stable community of great experience. This section is at the base of the tower in a low-ceilinged area. Visitors travel to the next section by escalator, where they will see some of the achievements of the British people. This section, designed by Beverley Pick, occupies some 150 feet of the tower which, incomplete in form, symbolizes Britain's belief that her contributions to world progress are certainly far from finished.

The third section, approached across a bridge, is in complete contrast to the conical tower. Rectangular and horizontal, it will be used to present a vivid picture of modern Britain. Designed by James Gardner, it will demonstrate how the British are facing up to the changing pattern of national life. Another escalator transports visitors to the fourth section – Industrial Britain. In a dramatic setting conceived by Theo Crosby, this will show how

(Continued at foot of page 973)



Sir Basil Spence casts a critical eye on the model of his design of the British Pavilion which is a group of buildings on several levels intended to reflect the maturity, strength and aspirations of the British nation. Five British experts are responsible for the interior of the exhibition design. The scale models of the people gives some idea of the height of the tower.

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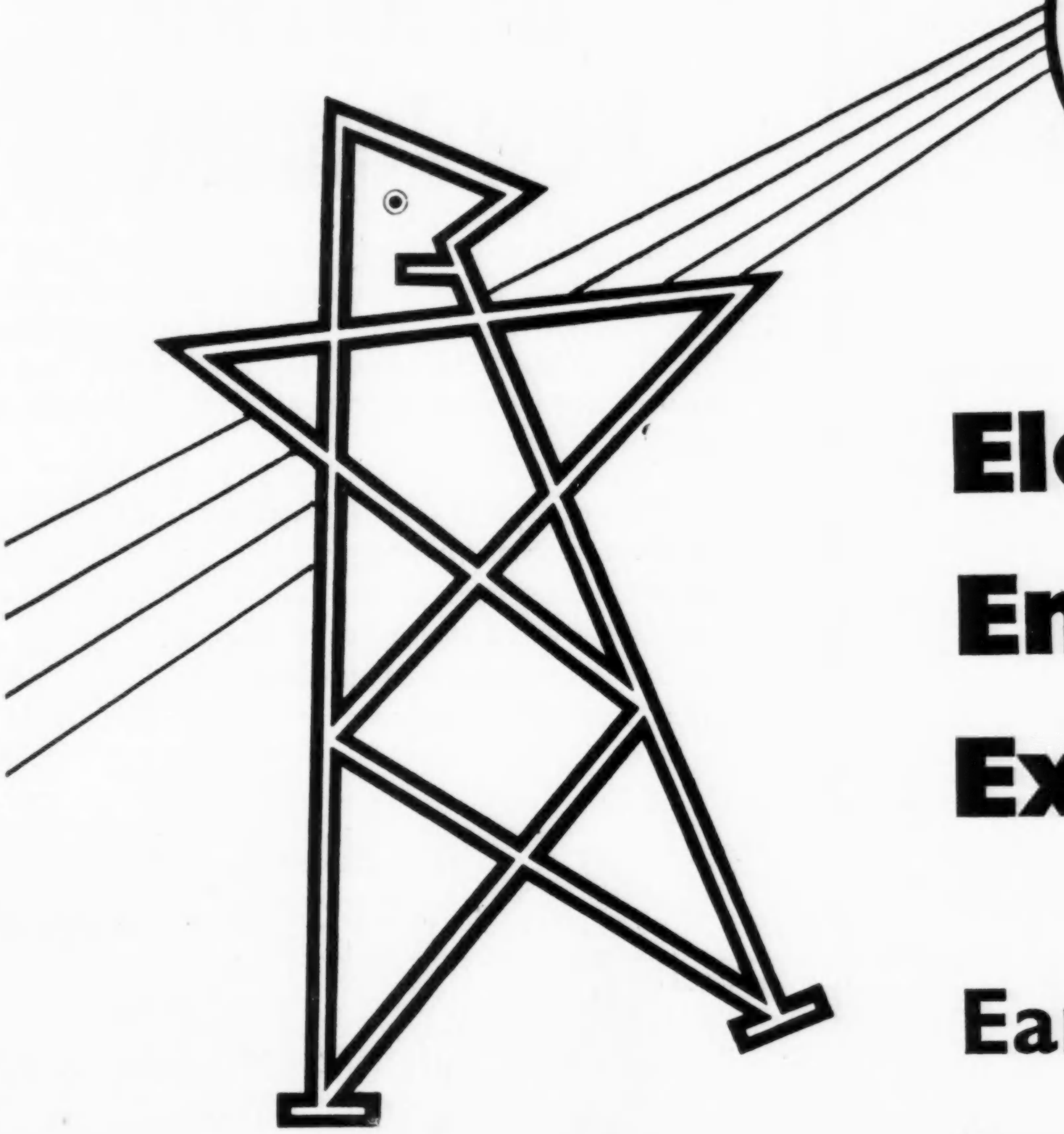

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1966 British Week to take place in Lyon, France is announced

ANNOUNCEMENTS concerning the British Week in Lyon, France, to take place from October 21-30, 1966 were made simultaneously in London, Lyon, Paris and Birmingham on October 18 on behalf of the Board of Trade and the Export Council for Europe, joint organizers of the event. The British Week in Lyon will be the fifth of the new-style Weeks in the series which have been held during the past two years in Dusseldorf, Denmark, Amsterdam and more recently in Milan.

Lyon the next British Week point-of-sale promotion of British consumer goods in Europe follows the outstandingly successful British Week in Milan which ended on October 17. (*See page* 974).

'Grande Brétagne à Lyon' as it is already becoming known in France, will be the largest and most significant Anglo-French commercial promotion since the war. It will be the first major promotion of British consumer goods in a European city with as yet no tradition of importing British merchandise on a large scale. The Lyon Week is being staged with a deliberate eye on the growing potential of Lyon and the Rhône-Alpes Region.

Lyon is the centre of the Rhône-Alpes Region and a relatively compact area, second only to Paris, with the highest growth rate and the greatest industrial potential in all France. In this region British consumer goods are still virtually unknown. A detailed survey carried out by ECE in May 1964 revealed that substantial opportunities existed for British products in this area and that French retailers there are eager to co-operate in making them known and sold. Lyon is also an excellent springboard for further export efforts to France.

'What to do and how to do it guide'

For the first time ECE has issued a detailed 'What to do and how to do it' guide for Lyon. The guide has been especially designed for the export manager whose company is new to British Weeks (or to the Lyon market) and is based on a practical plan which takes the exporter stage by stage through every step necessary for successful participation – and in dealing with Lyon and Paris buyers.

The guide provides for supply of a series of detailed briefs on various subjects for which the export manager can apply in sequence at each relevant stage. In this way the manufacturer does not get overburdened with information from the outset but receives it and can act upon it as and when he is ready. The guide is being widely distributed to British manufacturers of consumer goods of all types and to trade associations and other organizations with which ECE is in contact.

Birmingham, as twin city to Lyon, has a special interest in the event. Birmingham manufacturers particularly will be encouraged to take part, exchange visits have already taken place and will continue, and the Lord Mayor of Birmingham will make an official visit during the Week.

Motor industry reports record export earnings on eve of 50th Motor Show

IN THE first eight months of this year, in spite of all the difficulties, the British motor industry earned a record £520 million in overseas currency through exports of all types of motor vehicles, parts, accessories, and other products. This was announced by Sir Patrick Hennessy, president of the Society of Motor Manufacturers and Traders, at a Press conference held in London on October 12 to announce details of the 1965 Motor Show at Earls Court, which was opened on October 20 (until October 30) by Mr. George Brown, First Secretary of State and Secretary of State for Economic Affairs.

Sir Patrick went on to say that Western Europe offered a vast potential for sales even though there were the disadvantages of the increasing tariff barriers of the Common Market, and in EFTA withholding of duty reductions by some EFTA members.

With the ever increasing interest shown in the products of the motor industry both at home and overseas, an attendance of well over half a million people is expected, together with an increase on last year's record of 26,000 overseas visitors.

On display in the vast exhibition hall are cars from 68 of the world's leading manufacturers including, for the first time at the Show, manufacturers from Japan, together with accessories, components, tyres and transport service equipment, motor caravans and trailer caravans.

Also represented are trade associations, hire purchase, finance houses, motoring organizations, press information and other services, bringing the total number of stands to nearly 500.

As in previous years, overseas visitors enjoy special facilities. On presentation of passports, entry is free, and members of the trade from overseas are given a buyers' guide, a catalogue and a badge attracting the special attention of exhibitors.

British sports equipment on show in Cologne

BRITISH EQUIPMENT for a wide range of sports and games will be displayed at the International Trade Fair for Sports Goods, Camping Equipment and Garden Furniture (SPOGA) which will be held in Cologne from October 24 to 26. A 'joint venture' stand, covering some 5,000 sq. ft., has been organized by the Federation of British Manufacturers of Sports and Games in collaboration with the Board of Trade for 25 British firms.

The British exhibits will be of interest to the outdoor sports enthusiast and to the indoor games man alike. Golf clubs, tennis racquets, ice and roller skates, archery equipment, hockey sticks, badminton and table tennis sets will be displayed as well as fishing tackle, underwater swimming outfits, athletic and gymnasium apparatus, tents and other camping equipment. Items of particular interest will include a collapsible caravan capable of being carried on a car roof, and trampolines being demonstrated by experts. Other British companies are known to be exhibiting independently or on the stands of agents. Their exhibits will include sports wear, garden furniture, camping utensils and guns.

The Federation will staff a trade information inquiry stand where information about British sport and game equipment manufacturers will be available.

West Germany is Britain's best market in Europe and almost one third of British exports to the European Common Market go there. In the first eight months of 1965 British exports of sports and games equipment to West Germany totalled £312,000.

British shoes in Chicago

IN COLLABORATION with the Board of Trade, the British Footwear Manufacturers Federation mounted a display at the National Shoe Fair held in Chicago from October 10 to 13. Held in five of the largest hotels in Chicago, the Shoe Fair attracted buyers from all over the United States and some parts of Canada. It was reported to be the largest Shoe Show ever to be held in the United States.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. GD 5891/G).

MONTREAL WORLD FAIR 1967, *continued*

the growth and vigour of British industry is providing its answer to the challenge of change.

The final section, designed by Mario Armengol, will portray Britain responding to the challenge of world problems and meeting international responsibilities. Leaving the British exhibition, visitors can relax on the concourse, gaze over the lagoon and watch regattas planned by the Canadian organizers, who have also arranged for a water-bound bandstand adjacent to Britain's site.

Part of the 950-acre site on two islands and a widened pier in the middle of the St. Lawrence River are designated 'Industrial Areas'. These are open for the booking of space (or 'lots', as they are called) by private industrial or commercial firms anywhere in the world. Minimum space for booking in an Industrial Area is 7,500 sq. ft., and pavilions must cover from 40 to 60 per cent of the site.

General information can be obtained from Mr. K. L. Marshall, Liaison Officer for the United Kingdom, Canadian Corporation for 1967 World Exhibition, Place Ville-Marie, Montreal 2, Canada.

'Outstanding success' of the British Week in Milan

Crowds follow HRH Prince Philip during his tour of the city.

Mr. Douglas Jay, President of the Board of Trade, speaking at the opening of the British Week. On the left is Sir John Ward, HM Ambassador. Second right is Prof. Bucalossi, Mayor of Milan. Captain A. R. Glen, chairman of the Export Council for Europe is seated right.

THE BRITISH WEEK in Milan closed on October 17. It has been reported by the British participants in the Week and the Italian authorities and the business community in the city as being an outstanding success. Although, at the time of going to press, it was too early to assess the commercial results, greater and quicker sales of more products than was anticipated have been reported by the officials of the Export Council for Europe, who with the Board of Trade were joint organizers of the event.

An example of the quantities of some British products sold in the stores during the Week is presented by the following figures issued by the ECE: 2½ million biscuits sold in one store in six hours, 1,000 tins of new food products sold in four supermarkets between October 9 and noon on October 11. More than two million lire's worth of British beer was sold each day at the British pub 'Britannia'. It was also reported that there were 'sharp increases' in the sales of men's footwear and foodstuffs generally – lines which are relatively new to Italy.

Attendances at the special British shows were also stated to be 'extremely heavy' – more than 100,000 people visited the Council of Industrial Design display in the first four days of the opening, and 107,800 people visited the City of London Pavilion in the same period. Police had to be called to control the crowds on the first two days as it was feared that the floor would collapse.

British fashions made a tremendous impact during the Week. A series of five shows of autumn and winter clothes organized by *Vogue* opened on October 11 with a glittering gala performance attended by Sir John Guthrie Ward, the British Ambassador and Dame Margot Fonteyn, in Milan's magnificent Circolo della Stampa, once a 16th century palace and later used by Napoleon.

In dramatic contrast to this setting of marble and gold, and preceded by a fanfare of state trumpeters, were the pace-making up-to-the-minute clothes, presented in the very fast, modern technique for which the producer, Michael Whittaker is famous. Almost all these clothes are available in Milan.

Weatherproof clothes for men and women in a vast variety of materials, colours and designs were shown the following day at the Burberry Coat English Tea Party. This event, at which Lord Mancroft was host, was opened by Mr. Douglas Jay, President of the Board of Trade. In his introductory speech Lord Mancroft stated that Burberry's Italian trade had increased by some 350 per cent since 1964. Orders for raincoats during the first few days of the British Week had exceeded those for the previous six months.

Clothes made from Irish linen for every occasion for both men and women were shown in a further promotion at one of Milan's leading hotels by the Irish Linen Guild which was attended by HRH Prince Philip, the Duke of Edinburgh. This show illustrated the versatility of Irish linen with examples of clothing ranging from dinner jackets to dresses and suits with accent on colour, tailoring and styling.

When the Duke of Edinburgh visited the British Week on October 14 he congratulated the British wool textile industry on its large exhibit in the city's Palazzo Reale. 'It's a very good selection of cloths', he told officials of the National Wool Textile Export Corporation, who organized the display.

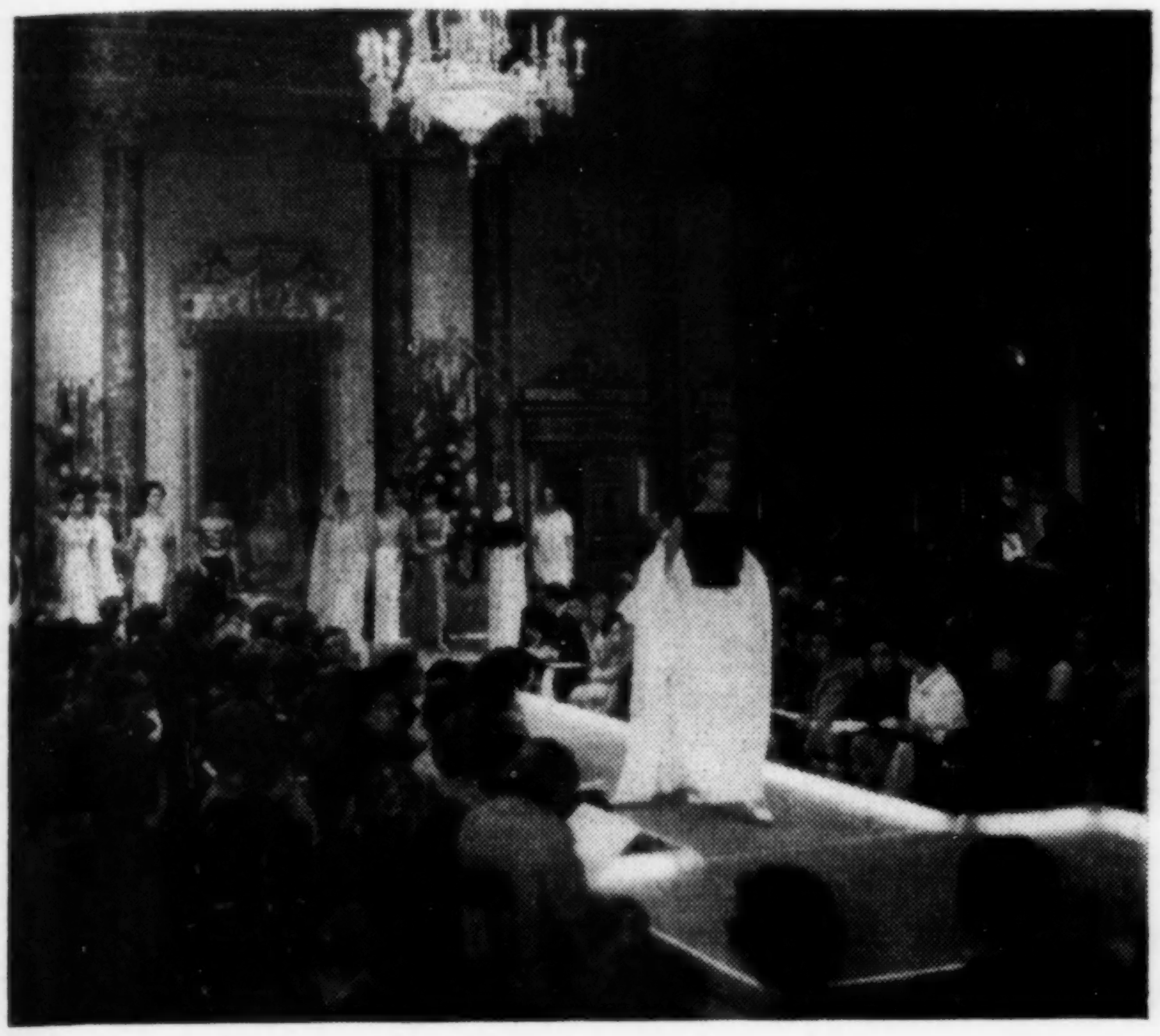
The Duke was received by Mr. Edward Glendinning, a member of the Export Council for Europe, and Mr. Stanley Kinder, vice-chairman of the Wool Textile Export Corporation, who conducted him around the exhibit. The Duke examined a number of cloths and showed considerable interest in their fibre composition, particularly the mohair fabrics.

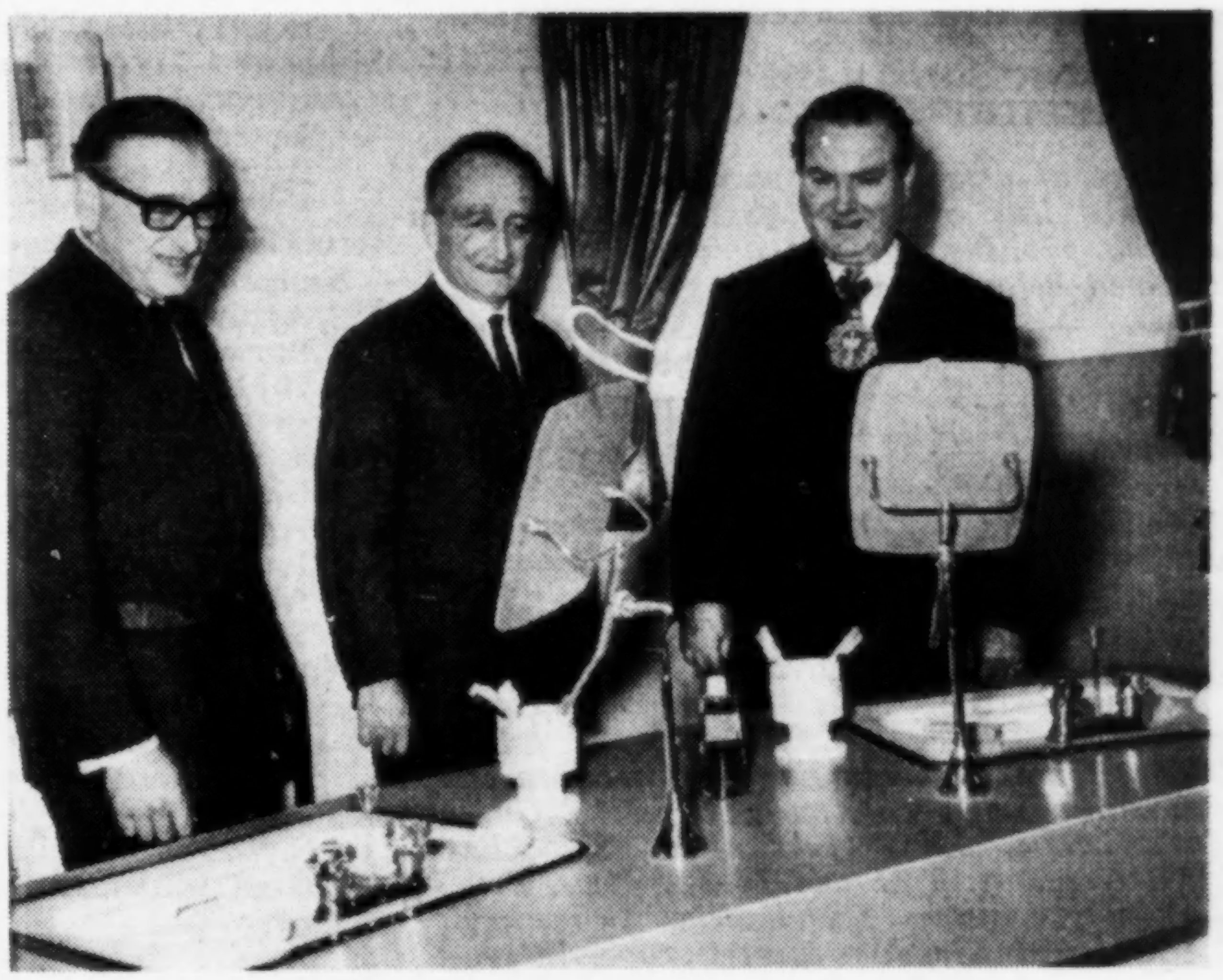
He was told that by that date more than 16,000 Italians had entered the 'Spot-the-Cloth' competition being run in connection with the exhibit. Each day visitors were invited to guess which fabric in two named groups would be most popular with the Italian public. Prize winners would be presented with lengths of British wool cloth.

Speaking at a reception to Italian woollen merchants and tailors by the National Wool Textile Export Corporation on October 15, Mr. Stanley Kinder, vice-chairman of the corporation said: 'Our highest hopes have been realized. This is a two-way trade. Italian mills have for some years exported large quantities of the woollen cloths in which they specialize to Britain, while we export to you a variety of wool products, chiefly fine worsteds, mohairs, and high quality woollens. It is the seventh largest of the 170 markets to which we export. Last year we sold to you 4.7 million square yards of wool cloth, valued at £4.2 million sterling. We are seeking not only to maintain our position in the market but to improve it. With this in view Italy has been chosen as one of the countries in which the British Wool Textile Export Corporation intends to conduct continuous promotional activities. The preparatory work has been done and British Week in Milan signalises that we have now begun the campaign in earnest.'

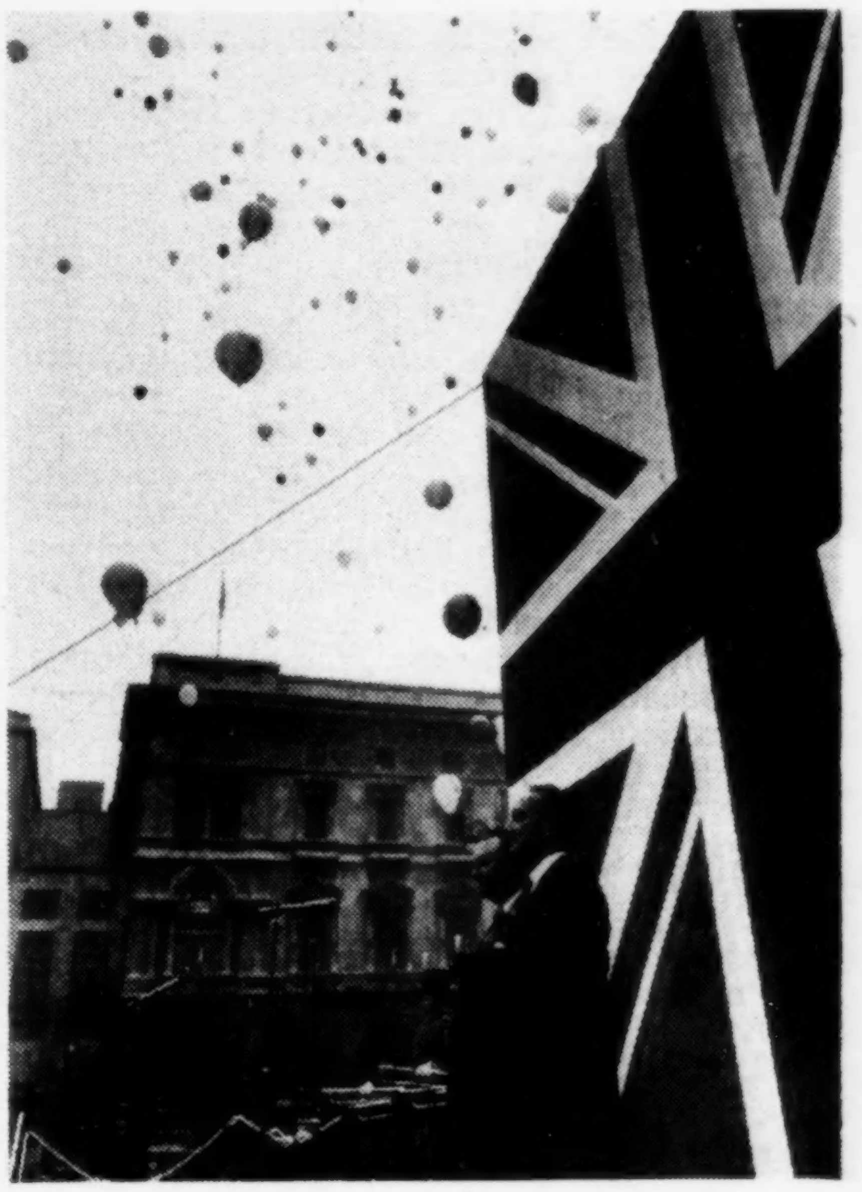
Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 976.

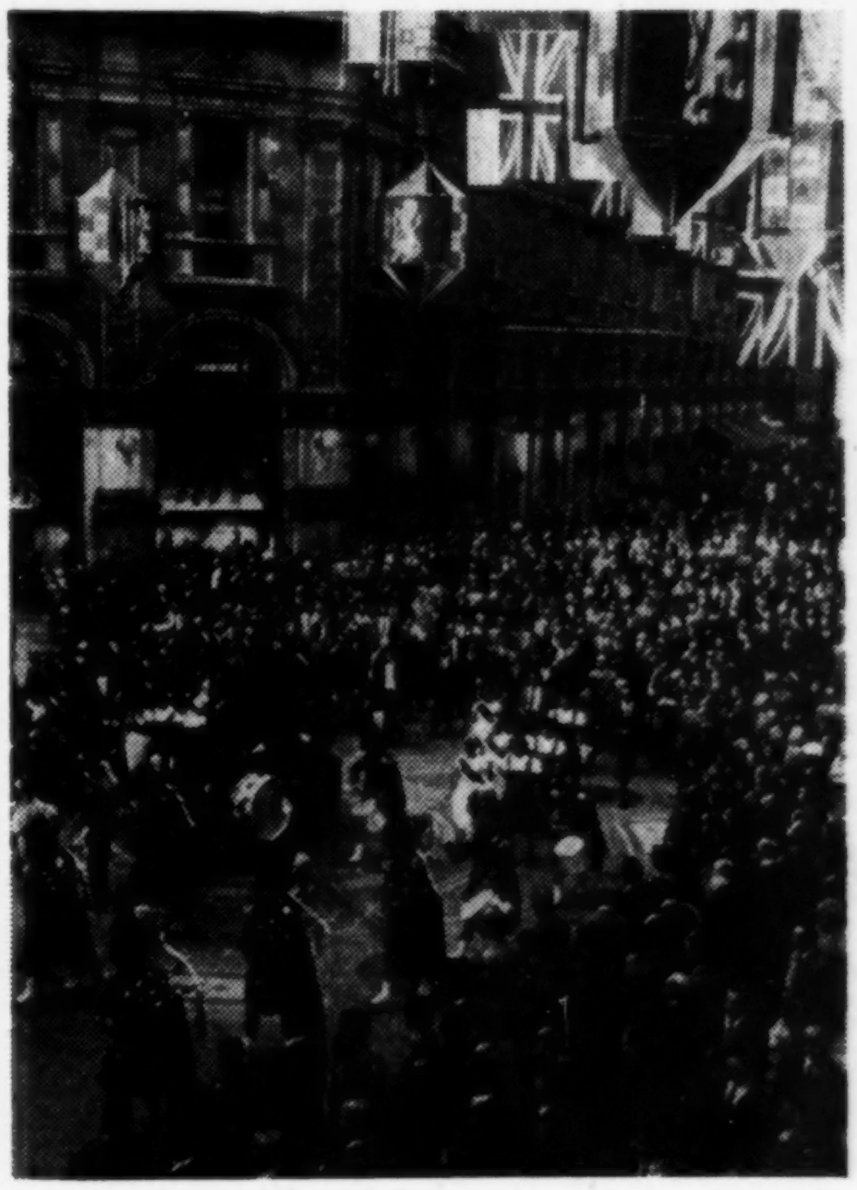
Some of the events during the Week at Milan are shown in the page of pictures opposite. (Top left) Models parade during one of the fashion shows. Top right Sir James Miller, Lord Mayor of London (right) with Prof. Bucalossi, Lord Mayor of Milan seen during their visit to the British House. On the left is the Editor of 'Ideal Home'. (Centre – left to right) Signs indicate the Britannia pub. Balloons rising inaugurate the first day of the Week. Scottish pipers on the march through Milan's famous Galleria. (Bottom left) Spectators admire British goods in a shop window. (Bottom right) More British goods in one of Milan's department stores.





BRITANNIA
WHITBREAD





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IN SCOZIA

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*Oct.* 1	*Jan.* 7
Europe . . .	*Sept.* 3	*Dec.* 3
United Kingdom . .	*Aug.* 6	*Nov.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 3557, *Germany;* 2782 *and* 2783, *France, Benelux, Italy, Austria, Scandinavia, Switzerland;* 3558, *United Kingdom, East Europe, Western Hemisphere;* 2788, *Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists.

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on October 1, September 3 and August 6 respectively.

OUTSIDE EUROPE

Additions

DETROIT: ASTME ENGINEERING CONFERENCE AND TOOL EXPOSITION – April 18-22, 1966. At Cobo Hall.
* Apply, The American Society of Tool and Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan.

EUROPE

Amendments

COPENHAGEN: The Board of Trade have been informed that inquiries relating to the 6th International AIDA Congress and Exhibition (Food) June 23-July 3, 1966, should be addressed to General Secretariat, AIDA 1966, Bella Centret A/S Hvidkildevej 64, Copenhagen, F. and not to the address shown in the *Board of Trade Journal* of September 3.

GOTHENBURG: The Board of Trade have been informed that inquiries relating to the International Swedish Boat Show, February 11-20, 1966 should be addressed to AB Svenska Batutstallning, Industrihallen, Masshallarna, Gothenburg, S. and not to the address shown in the *Board of Trade Journal* of September 24.

EUROPE

Additions

BERLIN: INTERNATIONAL PHARMACEUTICAL AND MEDICAL APPARATUS EXHIBITION – June 1-5, 1966.
Apply, Kongressgesellschaft fur Arztliche Fortbildung eV. 1 Berlin 41 (Steglitz) Klingsorstrasse 21.

ESSEN: GERMAN BUILDING EXHIBITION ('DEUBAU') – June 17-26, 1966.
† Apply, Baumesse der Industrie Baustaffe Gemeinnutzige Ausstellungs-Gesellschaft m.g.H., Essen, Norbertstrasse 2.

MUNICH: INTERNATIONAL EXHIBITION OF PROVISIONS AND FINE FOODS (IKOFA) – September 16-25, 1966.
Apply, Verein Ausstellungspark Munchen E.V. Theresienhome 14, 8 Munich 37.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 22-27, 1966.
* Apply, Auslands-und Messeburo des Borsenvereins Kleiner Hirsch Graben 10/12 Frankfurt am Main.

COLOGNE: INTERNATIONAL TRADE EXHIBITION FOR CHEMISTS (INDROFA) – September 23-27, 1966.
† Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 23-26, 1967.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

HANOVER: HANOVER FAIR – April 29-May 7, 1967.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

ACHEMA: 1967 – 15TH CHEMICAL ENGINEERING EXHIBITION CONGRESS – June 21-29, 1967.
Apply, Dechema Deutsche Gesellschaft Fur Chemisches Apparatewesen Rheingau – Allee 25, Frankfurt.

UNITED KINGDOM

Additions

HARROGATE: KNITTING AND NEEDLEWORK TRADE FAIR – August 1-4, 1966.
* Apply, Knitting and Needle Trade, 222, Strand, London, W.C.2. (Tel. Fleet Street 1253).

LONDON: INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 9-24, 1966. At Olympia.
* Apply, A. J. Kreps, Esq., Link House, Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION – Open six days Tuesdays, Wednesdays and Thursdays, September 13, 14, 15 and 20, 21, 22, 1966. At Olympia.
* Apply, A. J. Kreps, Esq., Link House, Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT YOURSELF AND HOBBIES EXHIBITION – November 8-19, 1966. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: DAIRY ENGINEERING EXHIBITION – April 3-7, 1967. At Earls Court.
Apply, Trades Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: LONDON INTERNATIONAL ENGINEERING, MARINE AND WELDING EXHIBITION – April 25-May 4, 1967. At Earls Court, Olympia.
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: RADIO AND ELECTRONIC COMPONENTS EXHIBITION – May 23-26, 1967. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL PLASTICS EXHIBITION INTERPLAS 67 – June 21-July 1, 1967. At Olympia.
† Apply, The Organizer, Interplas 67, Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

MENSWEAR AT ZURICH

Mr. Roger Fein introducing Mr. Gerald Abrahams, chairman of the British Menswear Guild, to the Mayor of Zurich at the inauguration of the recent promotion there by the Guild. At the far left is Mr. R. S. Isaacson, British Ambassador to Switzerland.

First Chemical and Petroleum Exhibition at Olympia

AT THE ANNUAL DINNER of the Council of British Manufacturers of Petroleum Equipment held at Grosvenor House earlier this month, 1,200 members and their guests heard Mr. G. L. Hancock, Chairman of the Council, announce that the first international Chemical and Petroleum Chemical Exhibition is being organized jointly with the British Chemical Manufacturers Association and will take place in Olympia in June next year.

In his speech, Mr. Hancock said that the prime object of the Council must be to ensure that there are adequate facilities in this country to supply as large a share as possible of the engineering requirements of the petroleum and petrochemical industry throughout the world. He thought the industry had developed into a well organized and well equipped nation of sectional specialists able to offer a variety of choice of product and price.

Lord Erroll of Hale, a former President of the Board of Trade, was the principal speaker at the dinner, and the guests included the Ambassadors of Colombia, Libya and Mexico and other members of the Diplomatic Corps, Mr. Fred Lee, the Minister of Power, and Mr. Edward Redhead, the then Minister of State (Overseas) at the Board of Trade.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House,* 35 *Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 *to* 5.30, *Mondays to Fridays.* (*Tel. City* 5757, *Ext.* 368 *or Telex No.* 25977).

BLUE FUNNEL —New docks and New ships

Three new berths at Vittoria Dock, Birkenhead and four new 13,000 ton Priam Class cargo liners are now building.

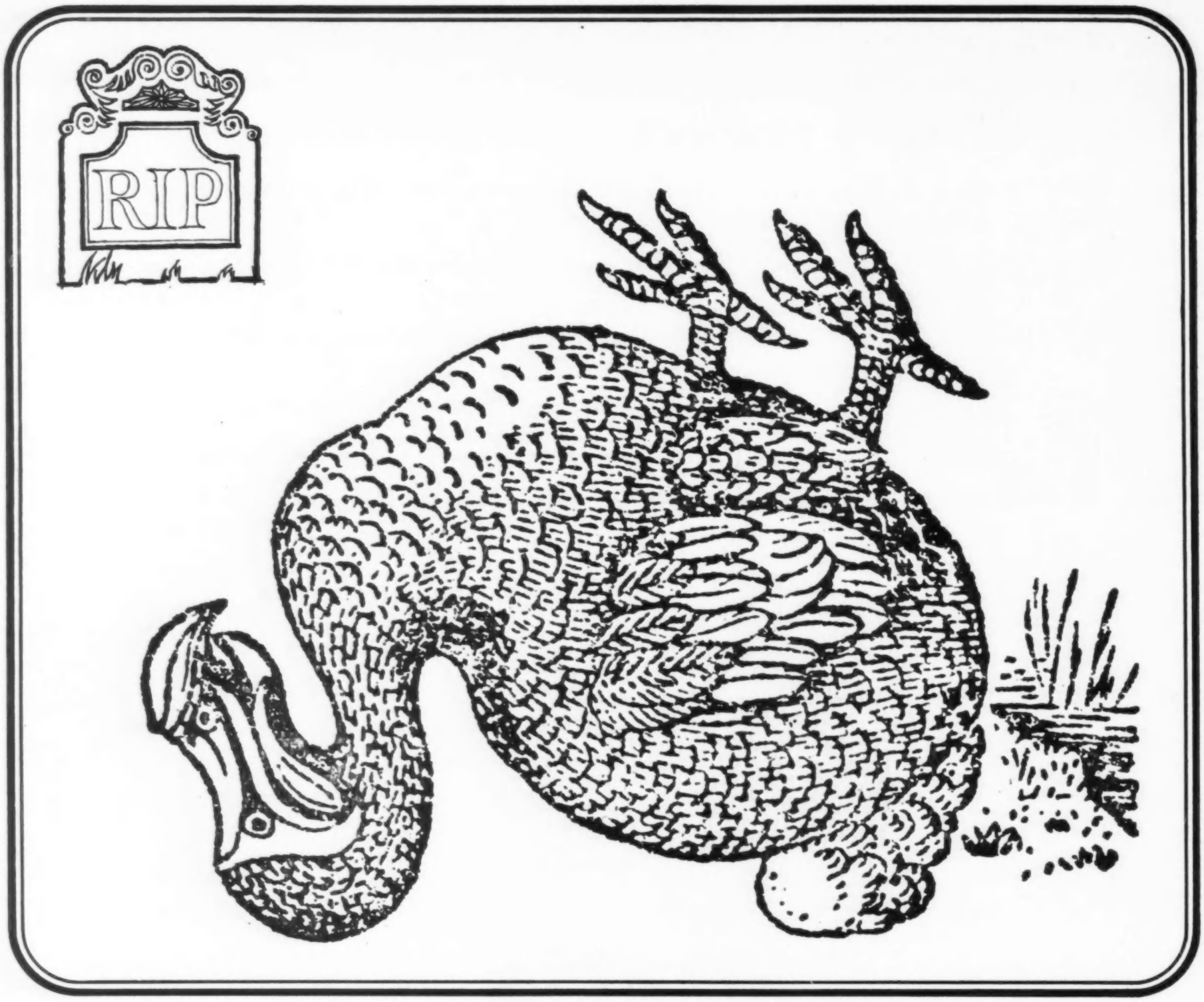
The new dock is designed for the speediest handling of cargoes and the elimination of transport delays

The 21knot vessels will be in the vanguard of cargo liner design with automated and airconditioned cargo spaces

Like all Blue Funnel ships, they will run to rigorous schedules of arrival and departure

Ship BLUE FUNNEL—*new ships . . . new schedules . . . new berths . . . new horizons*

BLUE FUNNEL · INDIA BUILDINGS · LIVERPOOL 2 · STD/051 CEN 5630 · TELEX 62236



but is the Dodo really dead?

It all depends! If it happens to be:
DIDUS INEPTUS, a large bird with rudimentary wings, formerly found in Mauritius in great numbers—the answer is 'Yes'. And, in our view, no great loss either. It was slow, cumbersome, and probably uneconomical to breed. But if you mean;

DRIVE ON DRIVE OFF

or, in short, DODO the operation which has made TFS famous — well that's a very different matter. Drive-On, Drive-Off is not only very much alive but is growing sprightlier with every passing month. And there's certainly nothing slow about our DODO. In fact, it is certainly the slickest, most efficient and, in the long run, cheapest way of exporting goods to Europe and Ireland. As for economy. Well, look at it this way. Shipping by DODO means that goods are. untouched by hand from factory floor to customer's door. Less packaging costs . . . no loss through damage or theft . . . quicker deliveries. And that, in turn, means increased business and greater profits. Yes! Undoubtedly DODO is very much alive. 'Phone TFS now and check.

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Tilbury/Antwerp/Rotterdam . . . . Daily Sailings
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Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—6

Advertising in West Germany

The sixth article in this series dealing with several West European countries is also the third and final article on Germany. Previous articles discussed Germany as a market for British goods (September 24) and fairs in Germany (October 15).

AT A RECENT MEETING in London, Mr. Peter Bloomfield, Director of the Institute of Public Relations said that a 'gigantic effort' was needed to promote Britain overseas. Public Relations could play its part alongside advertising and salesmanship in product promotion.

In this connection the Export Council for Europe is sponsoring the production of a pamphlet on Marketing and Advertising in Europe, which will cover such fields as the opportunity, the mechanics, the means and the budget.

But this series is concerned with Germany alone, and while the previous article was concerned with one means of getting one's product known in the country – by exhibiting at International Trade Fairs – this present one is concerned with the much more continuous problem of how to keep one's product before the public, as well as the buyer's, eye. In Germany this is, particularly in the field of consumer goods, necessary, and United Kingdom products are generally noticeable by their absence from the advertising pages and programmes.

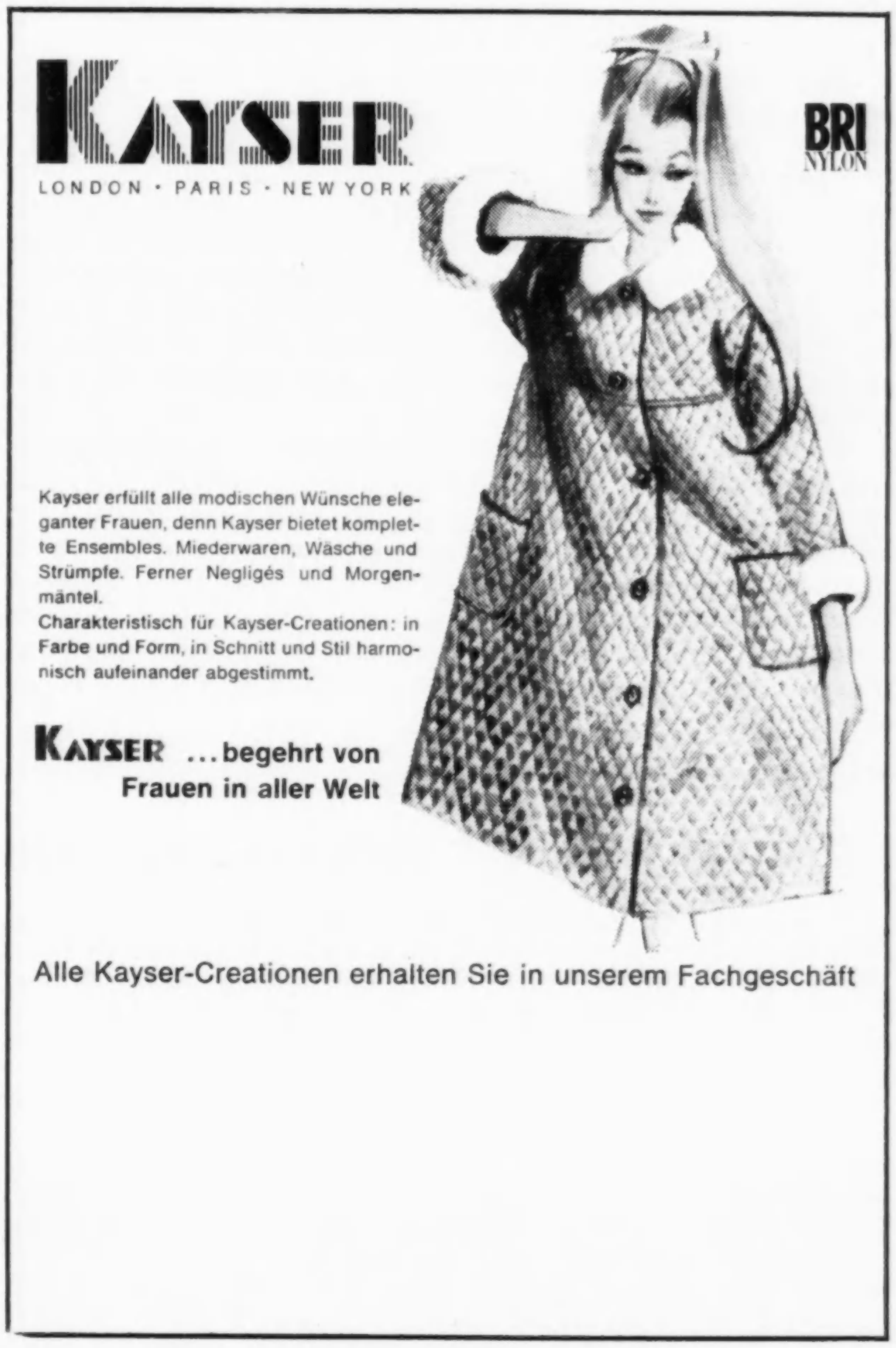
Immediately one looks at the general question of advertising in Germany, its importance becomes apparent. In the years between 1960 and 1964, Germany's Gross National Product rose from DM 296·8 milliard to DM 412·5 milliard, an increase of some 39 per cent. In the same period advertising turnover increased by some 68 per cent and at the end of 1964 represented at DM 3702 million some 0·89 per cent of the Gross National Product.

Relative importance of media

The main advertising media, all of which were described at some length in the paper, which is available from Export Services Branch of the Board of Trade, 'How to Advertise Goods of United Kingdom Manufacture in Western Germany', are, in order of importance, newspapers, periodicals, television, poster and radio advertising. For the record, the amounts spent on each in 1964 were DM 1,699 million, DM 1,393 million, DM 374·2 million, DM 152 million and DM 83·6 million (including Radio Luxembourg) respectively. This is a rapid growth in the last 10 years – in 1954 the total sum expended was 841 million. Yet it is interesting to note that the trends since 1960 show a rapid increase in television advertising with other marked increases for periodical, poster and radio advertising in that order.

While still talking in terms of figures, it is interesting to note some of the sums spent by German groups on joint advertising campaigns – which apart from the efforts of the British wool industry is virtually non-existent on behalf of United Kingdom groups in Germany:

	DM million
Savings banks	5·1
Margarine	4·6
Beer	2·7
Wool	2·1
Perlon	2·0
Wine	2·0
Ready-made clothing	1·8
Dutch cheese	1·5
Danish cheese	1·2



Kayser erfüllt alle modischen Wünsche eleganter Frauen, denn Kayser bietet komplette Ensembles. Miederwaren, Wäsche und Strümpfe. Ferner Negligés und Morgenmäntel.
Charakteristisch für Kayser-Creationen: in Farbe und Form, in Schnitt und Stil harmonisch aufeinander abgestimmt.

KAYSER ...begehrt von Frauen in aller Welt

Alle Kayser-Creationen erhalten Sie in unserem Fachgeschäft

Kayser Bondor of Albermarle Street, London, W.1 are regular advertisers in the West German press. This is not a national advertisement but one specifically for a dealer who adds his own name and address.

But, if the above facts show that there is, after all, some necessity to advertise goods, especially consumer goods, on the German market, it should be remembered that bad advertising can do infinite harm to the sales prospects of a product. It is not possible simply to ask a translator to convert what might be a perfectly acceptable slogan in Cheltenham, to something which is equally acceptable in Hamburg. It is essential that the United Kingdom manufacturer employ the services of an advertising agent or consultant either practising in the Federal

Republic, or, if a British agency, one with associates in the Federal Republic who can transpose advertising material so that it hits a German target.

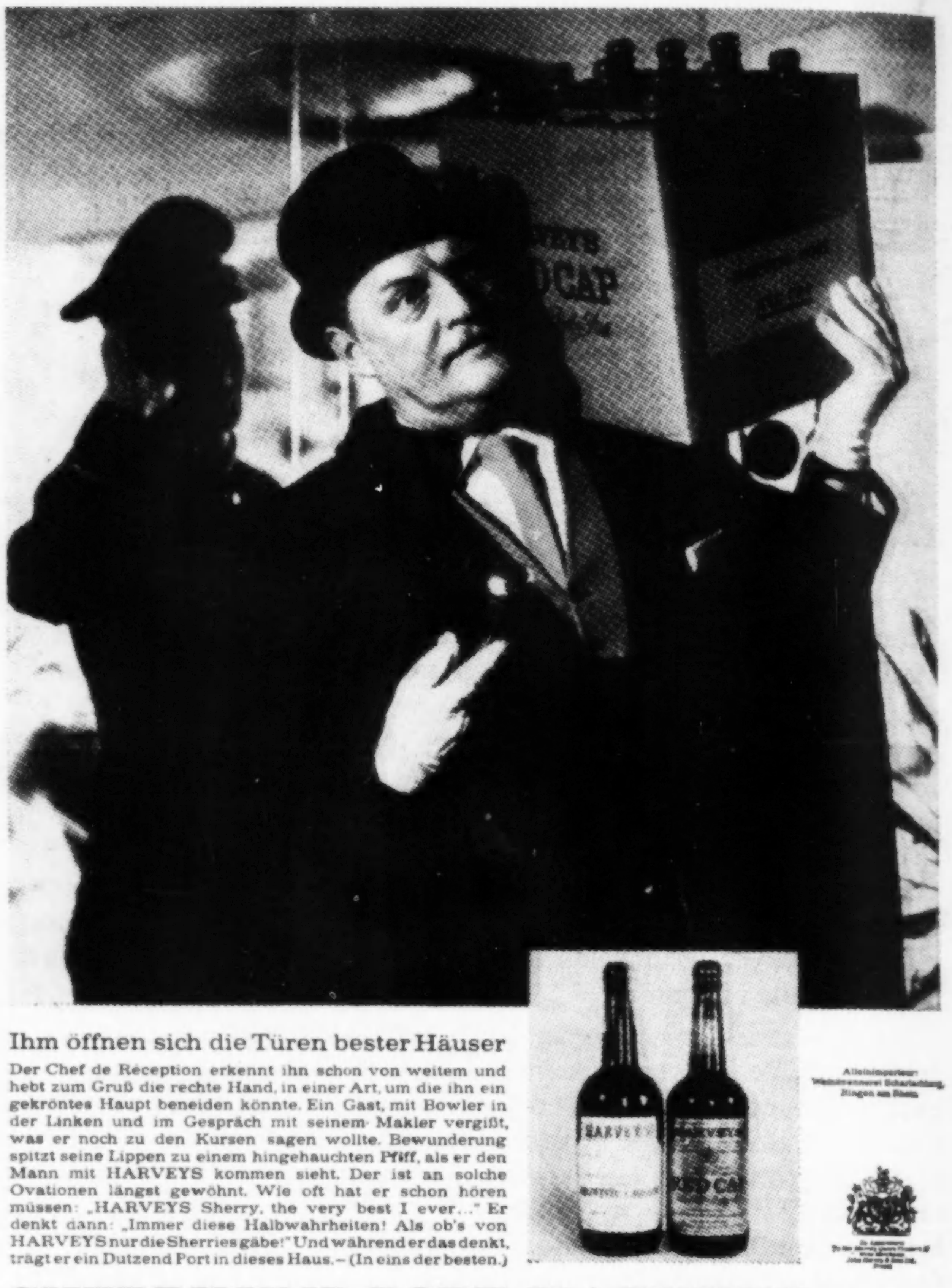
In a talk to members of the British Trade Council in Germany earlier this year, Dr. Walter Scheele, Head of the Werbeagentur Dr. Hegemann GmbH, made this perfectly clear. One of the first principles of advertising on the Continent, he said, was that what is satisfactory for one country, or even a part of a country, is not necessarily acceptable elsewhere. As an example of this, he quoted the fact that slimming remedies may only be printed in Catholic newspapers in Holland. Non-Catholics are slimmer and therefore do not need to slim. Similarly, lauding the merits of a car with a larger boot will not necessarily be a good selling point in Germany, no matter how good the German of the translation. Germans place greater weight on other aspects of a car's performance and looks.

Not that presentation in a German idiom is the whole of the story, Dr. Scheele also remarked on the frequent use of English words in international advertising. A German word to remember, however, was 'verboten' – and the German law on what is and what is not permissible is not straightforward and only an expert can advise.

Although advertising in Germany has not yet reached the level of that in the United States, where on one well-informed estimate it represents an investment of DM 268 per head of the population, nor yet of the United Kingdom (DM 100 per head), at a figure of DM 84 per head it is a rising force, and one which must be harnessed if British goods are to maintain and if possible increase their share of the market.

If, however, 'it pays to advertise', a British firm considering the possibilities should have in mind that in Germany almost more than elsewhere you pay to advertise. With a multiplicity of outlets and a regional rather than national press, true national coverage is expensive.

Considerable assistance in obtaining publicity for their products is given to United Kingdom manufacturers by British Information Services in conjunction with the Industrial Press Unit of the Central Office of Information and the Board of Trade. Ideally, this form of free publicity should be supplementary to regular paid advertising. Unfortunately, German editors all too frequently complain that much as they would like to use COI material, they are unable to do so unless more paid advertising from United Kingdom firms is forthcoming.



Ihm öffnen sich die Türen bester Häuser

Der Chef de Réception erkennt ihn schon von weitem und hebt zum Gruß die rechte Hand, in einer Art, um die ihn ein gekröntes Haupt beneiden könnte. Ein Gast, mit Bowler in der Linken und im Gespräch mit seinem Makler vergißt, was er noch zu den Kursen sagen wollte. Bewunderung spitzt seine Lippen zu einem hingehauchten Pfiff, als er den Mann mit HARVEYS kommen sieht. Der ist an solche Ovationen längst gewöhnt. Wie oft hat er schon hören müssen: „HARVEYS Sherry, the very best I ever..." Er denkt dann: „Immer diese Halbwahrheiten! Als ob's von HARVEYS nur die Sherries gäbe!" Und während er das denkt, trägt er ein Dutzend Port in dieses Haus. – (In eins der besten.)

Alleinimporteur:
Weinbrennerei Scharlachberg,
Bingen am Rhein

SHERRY UND PORT **HARVEYS** of Bristol

Harveys' sherry and other products are advertised by using the Germanic image of a typical "English gentleman" complete with bowler and gold-topped stick.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: **EAST 5632/5**
Telex: **No. 21372**
Cables:
PAPERSTOCK, LONDON, E.14

and at **TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488**

RH
ESTABLISHED
1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and Benelux

THE MOROCCAN *Bulletin Officiel* of September 22 announced the renewal, for a further year from July 1, 1965, of the trade agreement of 1958 between Morocco and Benelux. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Hungary

THE MOROCCAN *Bulletin Officiel* of September 15 announced the signing of an additional protocol to the trade agreement of 1962 between Morocco and Hungary. It is valid for the period August 17, 1965 to December 31, 1966.

Moroccan exports to Hungary will include fish meal, canned sardines, vegetable fibres, cereals, plywood, cork, phosphates, oil cake and iron ore. Hungarian exports to Morocco in return will include electrical goods, textiles, industrial and agricultural machinery, sunflower oil, seeds, optical instruments and chemical products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and India

THE MOROCCAN *Bulletin Officiel* of September 15 announced the renewal, for a further year from August 3, 1965, of the additional protocol to the trade agreement of 1962 between Morocco and India. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4.

Renewal of Benelux trade agreements

A NOTICE published in The Netherlands *Economische Voorlichting*, No. 40, of October 6, 1965, summarizes the position of the Benelux trade agreements as at **October 1, 1965.**

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid:

Country	**Validity**	**of**	**Agreement**
Austria	April 1, 1965	–	March 31, 1966
Czechoslovakia	April 1, 1963	–	December 31, 1965
Denmark	December 1, 1964	–	November 30, 1965
Germany, East*	January 1, 1965	–	December 31, 1965
Japan	Entered into force permanently on April 10, 1962		
Morocco	July 1, 1965	–	June 30, 1966
Norway	May 1, 1965	–	April 30, 1966
Portugal	October 1, 1965	–	September 30, 1966
Rumania	October 1, 1965	–	September 30, 1966
Spain	April 15, 1965	–	April 14, 1966
Sweden	March 1, 1965	–	February 28, 1966
Switzerland	April 1, 1965	–	March 31, 1966
Tunisia	April 1, 1965	–	March 31, 1966
Yugoslavia	July 1, 1965	–	June 30, 1966

* Validity of quota lists for trade between The Netherlands and East Germany agreed between The Netherlands Chamber of Commerce for Germany and the East German Chamber of Foreign Trade.

India and Pakistan: Shipping arrangements

A REVISED contraband list issued by Pakistan is as follows:

(a) All kinds of arms, ammunition and explosives and their components, radio-active materials;

(b) All means of transportation on land, in water or air, and component parts thereof, excluding passenger cars, agricultural tractors and pleasure boats;

(c) Electronic and telecommunications equipment;

(d) Optical equipment specially designed for military use.

It is understood that the Indian Government have issued a regulation to the effect that neutral ships may not visit Pakistan ports while carrying either Indian import or export cargoes.

**Indianapolis? Louisville?
Chicago? Atlanta?
Minneapolis? Chattanooga?
Des Moines? Milwaukee?**

No matter to which of these cities your cargo is destined, shipment via the Georgia Ports is right.

13 U.S. States belong to our hinterland - from Georgia to North Dakota Savannah and Brunswick provide the logical link.

Why is this routing advantageous? Figure it out for yourself by checking the rail rates.

Here is just one example:

For one ton of Steel Articles to Chicago you pay	
from the East Coast	$ 24.00
from Savannah	$ 17.80
You save	$ 6.20

Not only do you save money, but time. No shipment to any point in our hinterland is under way longer than 3 days. The Georgia Ports are served by a fine transportation network.

Had you seen this hinterland ten years ago, you might not recognize it to-day. Big cities have grown bigger — manufacturing towns have become industrial areas. Industry has expanded within and from the South-East towards the Middle West. This has contributed to the rapid growth of the Georgia Ports.

We have the most modern docks, sheds, warehouses (regular and bonded), refrigerated warehouses and container-handling facilities. So, you see, it is worth your while to call up our European Director in Bad Godesberg. Do it to-day!

North Dakota
Minnesota
South Dakota
Wisconsin
Nebraska
Iowa
Illinois
Ind.
Kentucky
Tennessee
N.C.
S.C.
USA
Georgia
Savannah, Ga.
Brunswick, Ga.

THE PORTS OF GEORGIA
GEORGIA PORTS AUTHORITY

Laurence W. Magrath, European Director, 532 Bonn/Bad Godesberg, Ruengsdorfer Str. 53, Germany, Telephone: Bad Godesberg 69344

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(202/65) Sluice Valves for Water and Electricity Board. November 3. E.S.B. 36097/65.

AUSTRALIA

(201/65) Transformers for Brisbane City Council. November 5. E.S.B. 36015/65.*

(202/65) Recording Instruments for Cairns Regional Electricity Board. November 17. E.S.B. 36254/65.*

(203/65) Constructional Project for the Department of Works. (Further Information.) Tender documents now available. E.S.B. 34194/65.*

Monto Shire Council:

(205/65) Water Meters. November 8. E.S.B. 36916/65.

(205/65) Chlorinator. November 8. E.S.B. 36917/65.

(204/65) Lathe for Queensland Government Railways. November 16. E.S.B. 36619/65.

(203/65) Flow Meter for Sarina Shire Council, Queensland. November 8. E.S.B. 36604/65.

Townsville Regional Electricity Board:

(205/65) Travel Tower. November 3. E.S.B. 36905/65.*

(205/65) Electrical Equipment. November 10. E.S.B. 36695/65.*

BURMA

Peoples Stores Corporation:

(206/65) Cycle Parts and Accessories. November 15. Tender documents now available. E.S.B. 36958/65.*

(205/65) Tyres and Tubes. November 15. E.S.B. 36957/65.*

(205/65) Pontoons; Outboard Motors; Motor Cycles; Vehicles. November 25. E.S.B. 36960/65.*

(205/65) Hinges. November 9. E.S.B. 36939/65.*

(205/65) Low Loaders and Trucks. November 15. E.S.B. 36941/65.*

(205/65) Diesel Engine Spare Parts. November 12. E.S.B. 36942/65.*

(205/65) Tea/Coffee Pots. November 22. E.S.B. 36946/65.*

(206/65) Spare Parts. November 15. Tender documents now available. E.S.B. 36945/65.*

(206/65) Wire Winding Machine. November 3. Tender documents now available. E.S.B. 36918/65.*

(206/65) Vehicle Spare Parts. November 11. Tender documents now available. E.S.B. 36934/65.*

(206/65) Nails. November 9. Tender documents now available. E.S.B. 36936/65.*

(206/65) Sheet Glass. November 9. Tender documents now available. E.S.B. 36940/65.*

(206/65) Nails. November 9. Tender documents now available. E.S.B. 36944/65.*

Industrial Development Corporation:

(205/65) Steel Sheets. November 19. E.S.B. 36948/65.*

(205/65) Welding Materials. November 22. E.S.B. 36949/65.*

(205/65) Steel Sheets. November 15. E.S.B. 36950/65.*

CANADA

(205/65) Cranes for British Columbia Hydro and Power Authority. November 16. E.S.B. 36706/65.

CEYLON

(205/65) Tools for Colombo Municipal Council. (Further Information.) E.S.B. 35751/65.

(204/65) Constructional Project for Department of National Housing. November 5. E.S.B. 36664/65.

Ministry of Health:

(204/65) Water Supply Scheme. November 23. E.S.B. 36676/65.

(204/65) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 34880/65.*

(204/65) Sanitary Towels. December 7. E.S.B. 36665/65.*

(204/65) Bed Lift for Ministry of Land, Irrigation and Power. December 7. E.S.B. 36666/65.

(204/65) Electrical Equipment for State Engineering Corporation. November 23. E.S.B. 36677/65.

CHILE

(205/65) Telecommunication Equipment for la Direction de Aprovisionamiento del Estado. November 15. E.S.B. 36994/65.*

COLOMBIA

(205/65) M.F. Communications Equipment for Central Hidroelectrica de Caldas S.A. Closing date not known. E.S.B. 36973/65.

(205/65) Steel Towers for El Instituto de Aprovechamiento de Aguas. (Further Information.) Closing date postponed to November 16. E.S.B. 32061/65.

(205/65) Cable Trays and Fittings for Empresa de Energia Electrica de Bogota. November 9. E.S.B. 36961/65.*

Empresa Distrital de Transportes Urbanos:

(205/65) Bus Chassis. November 5. Tender documents (in Spanish) available. E.S.B. 36983/65.*

(205/65) Omnibuses and Chassis. November 5. Tender documents (in Spanish) available. E.S.B. 36984/65.*

COSTA RICA

La Proveeduria Nacional Economia y Hacienda:

(204/65) Road Construction. November 4. Tender documents (in Spanish) available. E.S.B. 36669/65.*

(204/65) Road Construction. November 4. Tender documents (in Spanish) available. E.S.B. 36670/65.*

(204/65) Road Construction. November 4. E.S.B. 36668/65.*

CYPRUS

(205/65) Power Transformers for Electricity Authority of Cyprus. (Further Information.) Tender documents now available. E.S.B. 34563/65.*

UNITED ARAB REPUBLIC (EGYPT)

(204/65) Tram Cars for the Alexandria Public Transport Administration. (Further Information.) Tender documents now available. E.S.B. 35411/65.*

(205/65) Dyestuffs and Chemicals for Alexandria Spinning and Weaving Co. November 15. E.S.B. 36688/65.*

(202/65) Fermentation Plant for Egyptian General Organization for Drugs. Closing date not known. E.S.B. 36241/65.

(205/65) Cardboard Box Making Plant for General Organization for Industrialization. (Further Information.) Closing date postponed to December 6. E.S.B. 11771/65.

ETHIOPIA

(204/65) Transformers for Ethiopian Electric Light and Power Authority. December 15. E.S.B. 36603/65.*

(204/65) Telecommunication Equipment for Imperial Board of Telecommunications (I.B.T.E.) November 29. E.S.B. 36632/65.

FORMOSA

Central Trust of China:

(201/65) Laboratory Appliances. November 3. E.S.B. 36094/65.*

(201/65) Steel Straps. November 4. E.S.B. 36225/65.*

(202/65) Carrier Telephone Equipment. November 3. E.S.B. 36213/65.*

(204/65) De-oxidizer Catalyst. November 8. E.S.B. 36637/65.*

(204/65) Drum Winder. November 9. E.S.B. 36671/65.*

(204/65) Pyrometer Recorder. November 8. E.S.B. 36634/65.*

(204/65) Voltometer. November 4. E.S.B. 36638/65.*

(204/65) Pharmaceuticals. November 8. E.S.B. 36673/65.

(205/65) Electrical Equipment. November 8. E.S.B. 36640/65.*

(205/65) Testing Apparatus. November 11. E.S.B. 36963/65.*

(205/65) Lathe. November 11. E.S.B. 36966/65.*

(205/65) Control Instruments and Accessories. November 10. E.S.B. 36964/65.*

(205/65) Monoethanolamine. November 9. E.S.B. 36928/65.*

(205/65) Ultrasonic Thickness Tester. November 13. E.S.B. 36962/65.*

(206/65) Machine Tool. November 13. E.S.B. 36926/65.*

(206/65) Lightning Arresters. November 11. E.S.B. 36925/65.*

(206/65) Zinc Plate. November 5. E.S.B. 36924/65.*

(206/65) Sky Climbers. November 15. E.S.B. 36923/65.*

(206/65) Cranes. November 15. E.S.B. 36930/65.*

(206/65) Valves; Steamtraps. November 30. Tender documents now available. E.S.B. 36927/65.*

(206/65) Packing. November 15. Tender documents now available. E.S.B. 36929/65.*

(206/65) Textile Machinery for Tung Feng Printing and Dying Co. Ltd. November 16. E.S.B. 36991/65.*

GREECE

(202/65) Telephone Equipment for Free Zone and Port of Tressaloniki. November 26. E.S.B. 36262/65.*

HONG KONG

(206/65) Electric Clocks for Controller of Stores-Stores Department. November 12. E.S.B. 36902/65.*

INDIA

Andhra Pradesh State Electricity Board:

(202/65) Trivector Meters. November 9. E.S.B. 36228/65.

(202/65) Cables. December 2. E.S.B. 36231/65.

(202/65) Pin Insulators. November 3. E.S.B. 36226/65.

(202/65) Disc Insulators. November 10. E.S.B. 36227/65.

(202/65) Transformer Equipment. November 11. E.S.B. 36229/65.

(202/65) Lightning Arresters. November 17. E.S.B. 36230/65.

Atomic Energy Establishment, Trombay:

(204/65) Aluminium Tubes. November 3. E.S.B. 36294/65.

(204/65) Aluminium Tubes. November 4. E.S.B. 36616/65.

Beas Purchase Organization:

(204/65) Electrical Equipment. December 22. E.S.B. 36614/65.*

(204/65) Conveyor Belting. December 6. E.S.B. 36631/65.*

(203/65) Rectifier Sets for Central Railway, Bombay. Tender documents and drawings now available. E.S.B. 34585/65.*

Directorate of Supplies and Disposals:

(202/65) Pig Lead. November 3. E.S.B. 36259/65.

(202/65) Tin Ingot. November 3. E.S.B. 36260/65.

(202/65) Tin Ingots. (Further Information.) E.S.B. 35232/65.*

(202/65) Zinc. (Further Information.) E.S.B. 36036/65.*

(202/65) Tool Steel. (Further Information.) E.S.B. 36037/65.*

(204/65) Machine Tools for Hindustan Aeronautics Ltd. November 4 E.S.B. 36615/65.

(204/65) Conductor for Madhya Pradesh Electricity Board. November 22. E.S.B. 36613/65.

(205/65) Scientific Instruments for Madras Electricity System. November 18. E.S.B. 36674/65.

Neyveli Lignite Corporation Ltd.:

(201/65) Chemicals. November 18. E.S.B. 36235/65.

(205/65) Electrical Equipment. (Further Information.) Closing date now postponed to November 5. E.S.B. 30658/65.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

MORTON'S OF COVENTRY
CONTINENTAL ROAD SERVICE
SERVICE ROUTIER CONTINENTAL

A Morton's inter-continental trailer in Greece. The international road transport service operated by Morton's (Coventry) Ltd., delivers British goods to Continental markets, and brings back European goods. In one case they are used regularly to transport machine parts from Newcastle to Switzerland, where the parts undergo special processing and back again. Morton's say that because the trailers are built to Customs' requirements, once the goods have been loaded at Morton's Bagington depot, they are not disturbed again until they reach their destination. For this reason, heavy expenditure on crating is not necessary.

A refrigerated box van for service in Kenya for factory deliveries of bulk ice cream. Designed and built by Bonallack Refrigerated Vehicles Ltd., of Norwich to the order of Normand (Mayfair) Ltd., who supplied the chassis, the van will be operated by Lyons Maid (East Africa) Ltd.

IRAN

Iran Steel Corporation:

(202/65) Metal Frames. December 14. E.S.B. 36245/65.*

(202/65) Crane. November 13. E.S.B. 36246/65.*

(202/65) Wire for Telephone Company of Iran. November 29. E.S.B. 36244/65.*

IRAQ

(204/65) Sewage and Pumping Plant for Baghdad Sewerage Board. November 27. E.S.B. 36611/65.*

(203/65) Removal, Overhaul and Re-erection of Electrical Sets for Director General of Planning and Design. (Further Information.) Tender documents now available. E.S.B. 34584/65.*

(203/65) Steel and Brass Tubes for Government Oil Refineries Administration. (Further Information.) Specifications now available. E.S.B. 36070/65.*

(204/65) Canvas for Iraqi Ports Administration. November 4. E.S.B. 36623/65.

Ministry of Defence:

(205/65) Mild Steel and Timber. (Further Information.) Closing date now December 4. E.S.B. 23331/65.*

(205/65) Miscellaneous Equipment. (Further Information.) Closing date now December 4. E.S.B. 23332/65.*

(204/65) Recording Instruments. November 20. E.S.B. 36612/65.*

Ministry of Municipal and Rural Affairs:

(205/65) Lamp Fittings. November 9. E.S.B. 36988/65.

(205/65) Time Switches. November 9. E.S.B. 36911/65.

(205/65) Ladders. November 9. E.S.B. 36904/65.

National Electricity Administration:

(204/65) Screws. November 10. E.S.B. 36626/65.

(204/65) Switchgear. November 30. E.S.B. 36622/65.

KOREA

(201/65) Miscellaneous Equipment for Office of Supply. November 11. E.S.B. 36080/65.*

LIBYA

Central Tenders Board:

(203/65) Road Construction. November 15. E.S.B. 36276/65.

(203/65) Road Construction. November 8. E.S.B. 36259/65.

(203/65) Road Construction. November 15. E.S.B. 36273/65.

(203/65) Road Construction. November 15. E.S.B. 36275/65.

(203/65) Road and Bridge Construction. November 15. E.S.B. 36274/65.

(203/65) Road Construction. November 8. E.S.B. 36268/65.

(203/65) Road Construction. November 8. E.S.B. 36270/65.

(203/65) Road Construction. November 8. E.S.B. 36271/65.

(203/65) Road Construction. November 8. E.S.B. 36272/65.

(203/65) Road Construction. November 15. E.S.B. 36277/65.

(204/65) Mechanical and Electrical Equipment. November 22. E.S.B. 36279/65.

(204/65) Central Heating System for Ministry of Public Works. November 29. E.S.B. 36278/65.

MALAYSIA

(204/65) Chemicals for Municipal Office, Malacca. November 12. E.S.B. 36633/65.

MOZAMBIQUE

Ports, Railways and Transport Dept.:

(202/65) Machine Spares. November 26. E.S.B. 36098/65.

(202/65) Automotive Equipment. November 13. E.S.B. 36099/65.

(20[illegible]/65) Telephonic Equipment. November 8. E.S.B. 36100/65.

(202/65) Electrical Equipment. November 5. E.S.B. 36201/65.

(202/65) Building Material. November 12. E.S.B. 36203/65

(202/65) Electrical Equipment. November 10. E.S.B. 36204/65.

(202/65) Miscellaneous Workshop Equipment. November 19. E.S.B. 36205/65.

(202/65) Workshop Equipment. November 8. E.S.B. 36206/65.

(202/65) Metal Helmets. November 9. E.S.B. 36207/65.

NETHERLANDS

Director of Waterways:

(203/65) Constructional Project. November 5. E.S.B. 36266/65.

(203/65) Tunnel and Culverts Construction. November 19. E.S.B. 36267/65.

NEW ZEALAND

General Post Office:

(206/65) Cotton Drill. November 24. E.S.B. 36913/65.*

(205/65) Cable. November 12. E.S.B. 36694/65.*

(205/65) Electric Clocks. November 12. E.S.B. 36912/65.*

Lyttelton Harbour Board:

(206/65) Fork Lift Trucks. November 5. E.S.B. 36914/65.*

(206/65) Fork Lift Trucks. November 5. E.S.B. 36915/65.*

(205/65) Power Station Equipment for Ministry of Works. November 16. E.S.B. 36680/65.

PAKISTAN

Directorate of Supply:

(201/65) Workshop Equipment. November 29. E.S.B. 36222/65.*

(202/65) Hydraulic Laboratory Equipment. November 15. E.S.B. 36220/65.*

East Pakistan Railway Board:

(205/65) Electrical Equipment. November 4 to 13. E.S.B. 36700/65.*

(205/65) Cranes. November 30. E.S.B. 36901/65.*

PARAGUAY

(201/65) Metal Windows for Paraguayan Social Security Institute. November 17. E.S.B. 36232/65.

PHILIPPINES REPUBLIC

(205/65) Mechanical Handling Equipment for National Investment and Development Corporation. November 15. E.S.B. 36980/65.*

RHODESIA

(203/65) Transformers for Electricity Supply Commission. November 11. E.S.B. 36296/65.*

(201/65) Blackout Material for Rhodesian Government Tender Board. November 4. E.S.B. 36087/65.*

(204/65) Water Distribution Equipment for Town Clerk, City of Salisbury. November 12. E.S.B. 36295/65.*

SOUTH AFRICA

(204/65) Pins for Cape Provincial Tender Board. November 5. E.S.B. 36607/65.*

(205/65) Transformers for City of Durban Electricity Department. November 12. E.S.B. 36689/65.*

State Tender Board:

(203/65) Cryoscope. November 4. E.S.B. 36605/65.*

(205/65) Cable. November 16. E.S.B. 36651/65.*

(205/65) Square and Ripsaw Machine. November 4. E.S.B. 36657/65.*

(205/65) Electric Starter Gear. November 16. E.S.B. 36662/65.*

(205/65) Balances. November 4. E.S.B. 36659/65.*

(205/65) Medical Supplies. November 4. E.S.B. 36642/65.*

(205/65) Copper Bonding Straps. November 4. E.S.B. 36643/65.*

(205/65) Laboratory Apparatus. November 4. E.S.B. 36644/65.*

(205/65) Drilling Equipment. November 4. E.S.B. 36645/65.*

(205/65) Surveying and Drawing Office Equipment. November 8. E.S.B. 36646/65.*

(205/65) Roller Bearings. November 4. E.S.B. 36656/65.*

(205/65) Ovens. November 8. E.S.B. 36658/65.*

(205/65) Measuring Instruments. November 4. E.S.B. 36661/65.*

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Part of a £100,000 order for JCB7 hydraulic excavators awaiting shipment to Sweden at Hull Docks.

Chase Reproductions Ltd., of Enfield, makers of period and traditional furniture and furnishings, operate a weekly delivery service by van, door to door, to customers throughout France, Belgium, Holland and to distributors on a three weekly service to Germany, Austria, Switzerland and Italy via the Transport Ferry Service.

SPAIN

(205/65) Diesel Trains for Director General de la Renfe. November 30. Tender documents (in Spanish) available.—E.S.B. 36698/65.*

(206/65) Constructional Work for Ministerio Del Aire. available.—E.S.B. 36698/65.*

(202/65) Dam Construction Works for Ministerio Obras Publicas. December 6. E.S.B. 36258/65.

TURKEY

D.S.I. Genel Mudurlugu:

(204/65) Oil Purifier. November 4. E.S.B. 36300/65.*

(204/65) Laboratory Equipment. November 3. E.S.B. 36519/65.*

(204/65) Pumping Stations. November 3. E.S.B. 36298/65.*

(202/65) Hose for Turkish Maritime Bank – materials Purchasing Department. November 4. E.S.B. 36242/65.*

UGANDA

(205/65) Road Construction for Central Tender Board. Pre-qualification. E.S.B. 36920/65.

UNITED STATES OF AMERICA

(202/65) Transformers for U.S. Army Corps of Engineers. November 9. E.S.B. 36253/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Abu Dhabi

(202/65) Inquiry for cars, commercial vehicles and components. E.S.B. 34019/65.

Australia

(206/65) Inquiry for gas chromatographs. E.S.B. 36814/65.

Barbados

(202/65) Dresses; embroidery. E.S.B. 18967/65.

Belgium

(203/65) Agency inquiry for brewery and dairy equipment. E.S.B. 36499/65.

(203/65) Agency inquiry for raw materials for textiles; raw materials for pharmaceuticals; packaging machines. E.S.B. 36563/65.

Bolivia

(202/65) Inquiry for prefabricated buildings. E.S.B. 35618/65.

(202/65) Inquiry for confectionery, jute and hessian piece-goods and furnishing fabrics; textiles; whisky. E.S.B. 35962/65.

Canada

(205/65) Agency inquiry for giftware; novelties; toys and games. E.S.B. 36821/65.

(205/65) Agency inquiry for giftware; leather goods; novelties. E.S.B. 34040/65.

(205/65) Agency inquiry for novelty items; toys. E.S.B. 36479/65.

(202/65) Market report on women's ready to wear fashions. E.S.B. 30194/65.

Colombia

(203/65) Inquiry for transmission belting. E.S.B. 14415/64.

(204/65) Inquiry for parts for electric motors; steel foundry plant. E.S.B. 36713/65.

(205/65) Inquiry for bottling and labelling equipment. E.S.B. 36773/65.

Costa Rica

(206/65) Agency inquiry for glass fibre. E.S.B. 37022/65.

(205/65) Inquiry for building materials. E.S.B. 34315/65.

Denmark

(202/65) Inquiry for linings. E.S.B. 35957/65.

Ethiopia

(203/65) Inquiry for khaki berets. E.S.B. 36384/65.

Finland

(202/65) Agency inquiry for petrol for cigarette lighters. E.S.B. 33444/65.

(202/65) Agency inquiry for gift articles. E.S.B. 36359/65.

(205/65) Agency inquiry for yarns. E.S.B. 36769/65.

(205/65) Agency inquiry for yarns. E.S.B. 36881/65.

(205/65) Agency inquiry for textiles for blouses and dresses. E.S.B. 36768/65.

(203/65) Inquiry for lead shot. E.S.B. 32989/65.

France

(204/65) Agency inquiry for household and kitchen articles; tin boxes. E.S.B. 36487/65.

(204/65) Agency inquiry for electronic testing equipment; T.V. re-transmitters. E.S.B. 23540/65.

(202/65) Inquiry for household equipment; jewellery; toys. E.S.B. 36463/65.

(204/65) Inquiry for iron pipes. E.S.B. 36785/65.

(203/65) Inquiry for footwear; knitwear. E.S.B. 36457/65.

Germany, Federal Republic

(205/65) Agency inquiry for worsted fabrics. E.S.B. 35829/65.

(201/65) Inquiry for pipes; sheet piling steel; steel bars. E.S.B. 33711/65.

(202/65) Inquiry for Scottish tartan materials. E.S.B. 36317/65.

(204/65) Inquirv for air conditioning equipment. E.S.B. 36764/65.

(205/65) Inquiry for cosmetics and toiletrics. E.S.B. 36796/65.

(205/65) Inquiry for steel strip. E.S.B. 36758/65.

(206/65) Inquiry for snow clearance and grit spreading machinery and equipment. E.S.B. 37051/65.

Greece

(201/65) Inquiry for cotton picking machinery. E.S.B. 35585/65.

(203/65) Inquiry for laundry machinery and equipment. E.S.B. 36430/65.

(203/65) Inquiry for cast iron and tin plates. E.S.B. 33679/65.

Hong Kong

(206/65) Agency inquiry for wallpaper. E.S.B. 37055/65.

Iran

(206/65) Inquiry in respect of industrial projects. E.S.B. 36388/65.

Israel

(202/65) Agency inquiry for confectionery; spices; tea. E.S.B. 36461/65.

(202/65) Agency inquiry for copper wire; electric insulating materials; electric silicone sheets; electronic components. E.S.B. 36443/65.

(201/65) Inquiry for chemical plant; mechanical handling equipment; sand casting; shell moulding; valves. E.S.B. 35160/65

Italy

(201/65) Inquiry for antiques; furniture. E.S.B. 35988/65.

(202/65) Inquiry for marine supplies. E.S.B. 29261/65.

(205/65) Inquiry for tape recorders. E.S.B. 36703/65.

Jamaica

(202/65) Agency inquiry for stationery. E.S.B. 36418/65.

(201/65) Inquiry for steel rod and fabric re-inforcement – Further Information. E.S.B. 30230/65.

(202/65) Inquiry for machinery for the manufacture of nuts and bolts. E.S.B. 36416/65.

Japan

(204/65) Agency inquiry for children's books and toys. E.S.B. 36600/65.

(203/65) Inquiry for textile machinery. E.S.B. 31939/65.

Kenya

(202/65) Agency inquiry for footwear; mosquito netting; shoe foundry; shoemakers' tools. E.S.B. 36191/65.

Lebanon

(201/65) Market report on china and earthenware. E.S.B. 27344/65.

(206/65) Inquiry for stone crushers and mixing machinery. E.S.B. 36813/65.

Malta

(203/65) Inquiry for gloves; lingerie. E.S.B. 35928/65.

Mexico

(205/65) Customs Free Zones. C.R.E. 10276/G/2.

Morocco

(204/65) Inquiry for materials for the cosmetics industry. E.S.B. 35832/65.

Netherlands

(205/65) Agency inquiry for three-piece suites. E.S.B. 36894/65.

(205/65) Agency inquiry for building materials; steel reinforcements; pipes and cables. E.S.B. 36883/65.

(205/65) Agency inquiry for ships' fittings; ventilation equipment. E.S.B. 36884/65.

(205/65) Inquiry for chemicals. E.S.B. 23057/65.

New Zealand

(205/65) Agency inquiry for cosmetics; food; paint; pharmaceuticals. E.S.B. 36774/65.

Nigeria

(202/65) Inquiry for aircraft; land vehicles; marine craft; pipeline and associated equipment; telecommunication equipment etc. E.S.B. 16206/65.

(202/65) Jute sacks. E.S.B. 36110/65.

Norway

(206/65) Inquiry for clothing; handkerchiefs; household textiles. E.S.B. 36838/65.

Pakistan

(203/65) Agency inquiry for lifts and escalators. E.S.B. 27067/65.

(201/65) Inquir. for bolts and nuts. E.S.B. 36076/65.

(201/65) Inquiry for steel; tin plate and sheets. E.S.B. 36075/65.

(201/65) Inquiry for zinc ingots. E.S.B. 36074/65.

(203/65) Inquiry for cigarettes; foodstuffs; toilet sundries; wines; spirits and cordials. E.S.B. 4962/65.

Rhodesia

(204/65) Agency inquiry for men's clothing; footwear. E.S.B. 36490/65.

Senegal

(203/65) Inquiry for crawler tractors. E.S.B. 36379/65.

Sierra Leone

(202/65) Agency inquiry for sheet glass; tiles. E.S.B. 8151/65.

South Africa

(205/65) Agency inquiry for handles and fittings for windows. E.S.B. 37042/65.

(201/65) Inquiry for motor and motor cycle components and accessories. E.S.B. 14261/64.

Sweden

(202/65) Inquiry for chamois leather. E.S.B. 36334/65.

Switzerland

(203/65) Agency inquiry for flanges; steel pipes. E.S.B. 36433/65.

(204/65) Agency inquiry for packaging and transport products. E.S.B. 36534/65.

(205/65) Inquiry for smokers' pipes. E.S.B. 36798/65.

(205/65) Inquiry for photographic equipment. E.S.B. 36803/65.

(206/65) Inquiry for knitwear. E.S.B. 36740/65.

Syrian Arab Republic

(203/65) Agency inquiry for laboratory instruments; visual aids for schools. E.S.B. 36575/65.

Trinidad

(201/65) Inquiry for horse racing equipment; veterinary medicines. E.S.B. 36134/65.

(204/65) Razor blades. E.S.B. 35069/65.

Turkey

(202/65) Agency inquiry for cables; compasses; electronic and radar equipment. E.S.B. 14910/65.

(203/65) Agency inquiry for diesel engines and generators; electric motors; industrial raw materials; pumps; telecommunications equipment. E.S.B. 36618/65.

(203/65) Inquiry for industrial safety equipment. E.S.B. 31280/65.

United States of America

(204/65) Agency inquiry for air filters; fans. E.S.B. 32948/65.

(202/65) Inquiry for communication and sound systems. E.S.B. 36174/65.

(203/65) Inquiry for machine tools. E.S.B. 36382/65.

(204/65) Inquiry for hardware; tools. E.S.B. 33185/65.

(204/65) Inquiry for chamois skins. E.S.B. 36784/65.

(204/65) Trade Exhibition in Philadelphia. E.S.B. 25748/65.

(205/65) Inquiry for accessories for musical instruments. E.S.B. 36772/65.

(205/65) Inquiry for hardware. E.S.B. 36831/65.

(205/65) Inquiry for glass jars for food. E.S.B. 36896/65.

(206/65) Inquiry for fencing and wire; generators; transformers. E.S.B. 36830/65.

Zambia

(204/65) Agency inquiry for bicycles. E.S.B. 36453/65.

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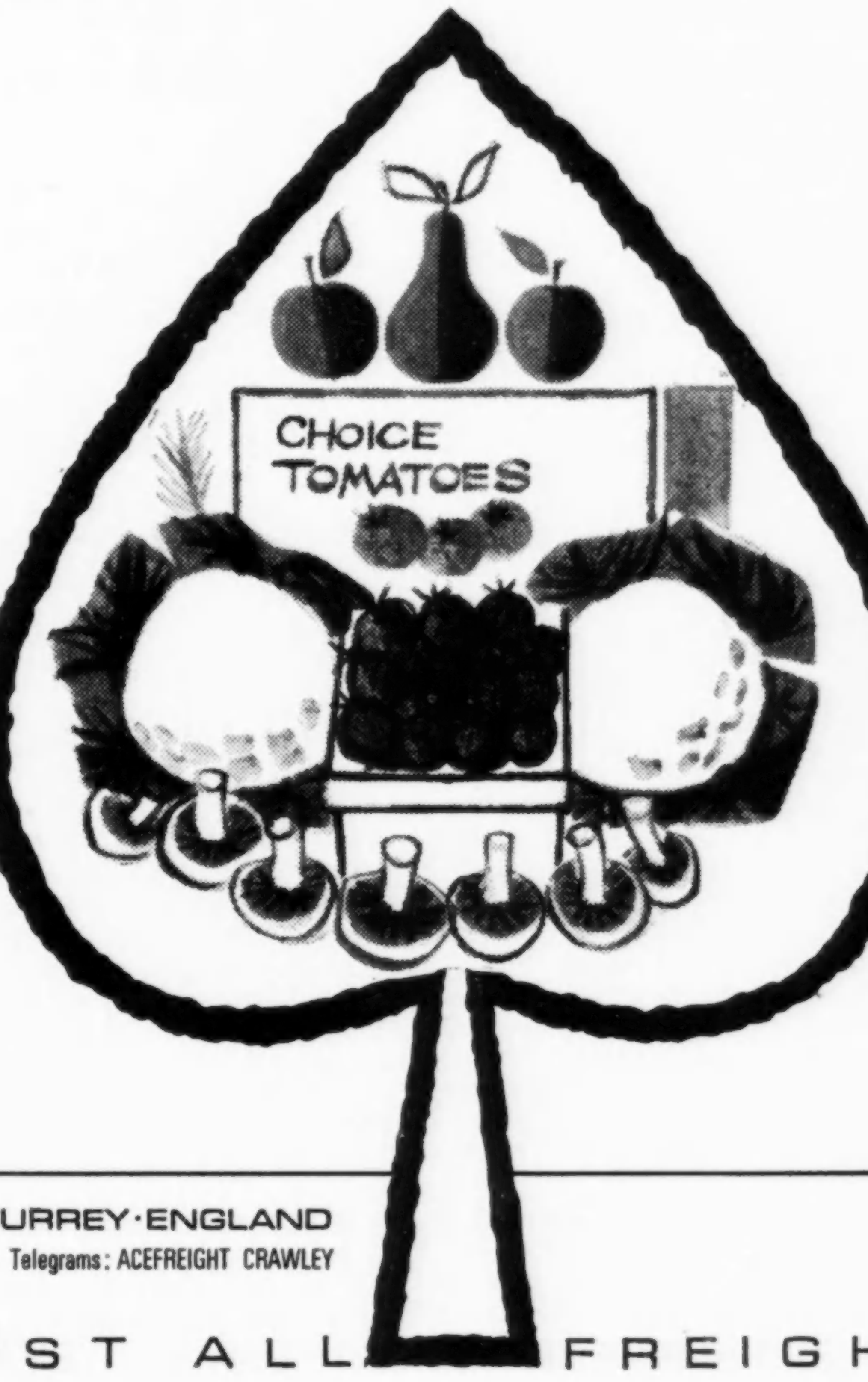

Soft fruit, strawberries (and cream), mushrooms and pears. Cauliflowers, cucumbers, tomatoes, too. Fresh farm produce travels fast by air. Cabbages or King Edwards all arrive with the morning dew fresh upon them, or the night mist for that matter. Our day and night service puts you first in the market!

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EUROPE'S FIRST ALL FREIGHT AIRLINE

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August* 27. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade* (*see page* 925 *of October* 15 *issue*) *or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4. (*Tel. City* 5757).

Business tour in Western Europe

Mr. James Lindsay, manager of Scottish General Products Ltd., Glasgow, arrived in Cologne on September 29 to begin a business tour of the Federal Republic of Germany, Denmark, the Netherlands, and Belgium. Scottish General Products Ltd., are the Export Organization for all factories under the Scottish Co-operative Wholesale Society and also represent the Morton Machine Co. Ltd., Mr. Lindsay visited the agents for Morton Machine Co's products in Germany and the Netherlands and sought agents in Denmark and Belgium. He also investigated the sales possibilities of the company's own foodstuffs in any of these markets.

South American market survey

Mr. T. F. Barrington

Mr. T. F. Barrington, managing director, Mr. K. T. Hodgkinson, commercial director and Mr. J. K. L'Estrange, secretary-interpreter of Slack & Parr Ltd., Kegworth, Derby will leave London on November 4 for a tour of Brazil, Argentina, Uruguay, Chile, Peru, Colombia and Venezuela.

Since the inception of the man-made fibre industry the Chemical and Textile Division of Slack & Parr Ltd. have specialized in the design and manufacture of very high precision engineering equipment used in its production. The basis of the equipment is a spinning pump which is a metering device used in the manufacture of all man-made fibres and Slack & Parr are one of the major suppliers in the world of this equipment.

The team will visit existing customers in South America and carry out a market survey.

European sales drive

The Quinton Hazell group are reinforcing their activities in Europe with a five-weeks, five-nations exports sales tour to coincide with their participation at two shows. The group, which manufacture vehicle replacement parts, recently set up in France their second European factory. The other is in Belgium. They will be having stands at the Frankfurt Motor Show and at the Copenhagen Trade Fair.

At the same time, Mr. Graham Roberts, senior export sales executive, will visit potential and existing customers in Germany, Finland, Sweden, Norway and Denmark.

Through their European offshoot – Quinton Hazell Remax (Europe) Ltd. – the group have rapidly increasing sales in the Common Market countries and altogether export more than 55 per cent of their production to 108 different countries.

Export tour of Spain, Portugal and Italy

Mr. F. Harden, divisional marketing director of Food Industries Limited, Walton-on-Thames, will visit Spain, Portugal and Italy during November in order to sell flavours, essential oils and emulsifiers to the food industry, and vitamin trace mineral mixes for animal feed and agricultural hygiene chemicals.

Valor sales drive in Africa

The Valor Company plans to step-up its sales in the Sudan and East and Central Africa, and Mr. J. C. Brooks, manager, export administration, started a five-week tour of the area on September 27. In addition to promoting sales of the firm's oil heater products, Mr. Brooks will be seeking to develop markets for other products – including electric heating and lighting appliances, gardening equipment and baths. These new opportunities have been created through Valor's acquisition of Vanguard Engineering, the Woolwich firm of electric lighting and fittings manufacturers, and Richards and Hewitt (the Dorking garden equipment makers), as well as the development of Valor's plastics products and electric heater range.

Steel sections for Spain

Mr. George Phillips of Stewarts and Lloyds Limited, Glasgow, arrived in Spain on October 11 to investigate the market for the firm's steel Rectangular Hollow Sections, a new shape in steel which is having considerable success in overseas markets for such diverse applications as building construction, agricultural machinery, construction of cranes and general architectural applications. Mr. Phillips will also visit the company's agents in Portugal in connection with the development of trade in that country.

Latin-American sales tour

Mr. P. G. M. Fyfe of Guest Keen and Nettlefolds Group Export Services Organization is leaving London on October 23 for Peru, where he will visit the Pacific International Trade Fair. He will subsequently visit Colombia, Venezuela, Panama, Costa Rica, El Salvador, Honduras and Mexico. The purpose of his visit is to investigate the possibilities for the various products of GKN Group Companies, among others the GKN Spark Machine for producing tools and dies by the electro-erosion process.

Export director's world tour

Mr. Leslie Jones, special director (Exports) of the W. P. Butterfield group of engineering companies is making a two-part, round-the-world tour.

The objectives of the tour are to review the group's world network of 70 agents, appoint new agents in territories not at present covered and to have fact-finding and trading talks with business and commercial interests and with the Butterfield group's main customers and associates. Mr. Jones left London (via Rome) for the first trip, to Africa lasting 30 days, on September 30 and visited Lagos, Accra, Johannesburg, Cape Town, Durban, Salisbury, Lusaka, Nairobi, Khartoum and Cairo. He returns (via Athens) to London on October 30.

The second part of the tour, the itinerary of which is not yet finalised, will be undertaken early next year and will cover the Middle and Far East, Australasia, the Pacific Islands, Mexico and North America.

British china for Canada

Mr. P. K. T. Wild, export sales manager of Thomas C. Wild and Sons Ltd., Longton, Stoke-on-Trent, is on a business trip to Canada. He intends to visit Montreal, St. John, Winnipeg, Saskatoon, Edmonton, Calgary, Vancouver, Victoria. Mr. Wild will spend two days in Boston and New York, and expects to return home on October 29.

Thomas C. Wild and Sons Ltd. are prominent manufacturers of bone china, tea, coffee and dinner ware and other 'open stock' items.

Tour of United States

Mr. B. L. Bardell, technical director of engineering, MTE Control Gear Ltd., of Leigh-on-Sea, left for a 12,000-mile tour of the United States on September 20 to investigate the extent to which solid state control is being used by United States industries. He is touring the biggest users of solid state control from New York to Chicago, Wisconsin and Denver.

Nuclear trade mission to Japan

Mr. P. J. Duncton, chief executive and technical director of Fairey Engineering Ltd., led the British Nuclear Forum team which visited major nuclear research centres and industrial establishments in Japan from October 4-12.

The mission, which was sponsored by the British National Export Council, was concerned with exploring markets for nuclear instrumentation, research reactors, and nuclear experimental and medical equipment.

Stationers' sundries for Scandinavia

Mr. J. D. Naylor, export manager of H. A. Coombs Ltd., Surbiton is touring Finland, Sweden and Denmark from October 22 to November 19. Mr. Naylor will call on existing and potential customers for his firm's range of stationers' sundries including finger cones, rubber bands, sponge dampers, etc.

Tractor sales to South Africa

Mr. Alfred Eadie, production superintendent of Atkinson Vehicles Ltd., Preston, left London by air on October 8 for a four-week visit to South Africa. While there he will supervise the assembly of 10 special heavy-duty six-wheel tractors worth £75,000 which have been ordered from Atkinson Vehicles by the road services division of South African Railways. Mr. Eadie's visit follows closely on that of Mr. Peter M. Yates, managing director of Atkinsons.

North American tour

Mr. S. Laws, commercial director of Poole Pottery Ltd., Poole, left for Toronto on September 29 and, after spending two weeks in Ontario and Quebec continued through Winnipeg and Edmonton to Vancouver, where he stayed for two or three days. From October 21 to 23 he will be visiting San Francisco and will finally spend two or three days in New York with the company's agents, Edmiston Hopkins and Co., of 225 Fifth Avenue. The visit is in connection with general market and agency matters.

THE M&H GROUP

MERRITT & HATCHER LTD.

Mr. L. C. Edgley's Statement at the Annual General Meeting held on Friday, 15th October, 1965

I am happy to be able to report that the growth of your group of companies by the acquisitions last year has been satisfactorily matched by an increase in revenue and profits.

PROFITS AND DIVIDENDS

Owing to initial integration matters attendant on this growth it has been necessary to hold this year's Annual General Meeting a little later than usual. It is expected that it will be possible to revert to the end of September for future Annual General Meetings.

From the Accounts it will be seen that the profits of the group for the year are £446,065 compared with £358,514 for the previous year. After making provision for Taxation and transfer to Taxation Equalisation Account £232,114 (£178,232 for the previous year) and after deducting the preference dividend there remains £207,214 (£112,339 for the previous year, which was after the transfer to capital of the profits which arose before acquisition of two new subsidiary companies).

Out of this and of the balance brought forward from the previous year £222,658 (£169,652) appropriations totalling £70,898 have been made, and distributions amounting to £90,385 (£59,333) have been provided leaving unappropriated profit carried forward at £268,589 (£222,658).

In view of the rapid introduction of new techniques into the industry, the effect of which could be to make certain of your group's plant obsolete, it has been decided to transfer £100,000 to a "Contingency Reserve", being accumulated depreciation of freehold buildings, which in your Directors' opinion is no longer required (£47,819), together with an appropriation out of Profit and Loss Account. Such reserve would be available to meet this obsolescence and to cover any other exceptional costs which might arise.

As forecast in their interim Statement, your Directors are recommending a final dividend of 7½% on the Ordinary Capital as increased by the scrip issue made in March, 1965. This, together with the interim dividend already paid, makes a total distribution for the year of 12½%, equivalent to 25% on the old capital, which effectively compares with 20% distributed for the previous year.

BRANCHES AND SUBSIDIARIES

In the past I have remarked upon the various activities of your Company as a whole. The figures before you include for the first time a full year's revenue under your Company's control from the two subsidiaries acquired in January and March, 1964. I, therefore, propose to comment on the branches and subsidiaries under separate headings.

GREENWICH (MERRITT AND HATCHER LTD.)

Revenue from the *South East London Mercury* and the printing department at this branch has been increased over that for the previous year. Considerable losses were incurred largely due to errors of judgment on the sub-contracting of certain work by a senior and trusted member of the staff who, owing to a combination of circumstances, was carrying more authority than would normally have been the case. These losses were mainly confined to the second half of the year under review. Upon discovery considerable reorganisation was carried out and I am pleased to be able to tell you that this branch has been operating on a satisfactory basis since the turn of the financial year.

HIGH WYCOMBE (MERRITT AND HATCHER LTD.)

High Wycombe has had a satisfactory trading year, showing a very distinct upward trend, which, I am happy to say, is continuing. The printing works are now being extended in order to house the new Web Offset plant. Owing to delays on the part of the manufacturers it is now estimated that this plant will not be in full service until the middle of 1966.

WATFORD (C. H. PEACOCK LTD.)

This subsidiary has again produced much improved results, with newspaper and printing revenue fully up to expectations. Here again the healthy upward trend is continuing.

HENDON (WARDEN & CO. LTD.)

Being a newspaper house only it is in competition with the London Daily and Evening newspapers for national advertising. Progress has been and is continuing to be most satisfactory, the profits being in excess of your Directors' estimate at the time of acquisition.

SOUTHEND (JOHN H. BURROWS & SONS LTD.)

During the acquisition negotiations your Directors were certain that the potential was considerable, which has indeed proved to be the case, as is evidenced by the results for the first full year since this subsidiary came under your Company's control. This Company has had a very good year and so far the current year's trading has been most encouraging. One of the smaller newspapers *The Maldon and Burnham Standard*, which was unprofitable, was sold on satisfactory terms in January last.

PROSPECTS

The figures so far available show that the profits for the first four months of the current year are at least 30% up on the corresponding four months of the year under review, and unless the position deteriorates very rapidly, the trading results for the first half of the current year should be heartening. I must point out that printing, and more especially advertising, is very closely linked to the national economic situation, which at the moment is, to say the least, obscure. Any contraction in the volume of trade, particularly if this is accompanied by a measure of unemployment, would have an adverse effect upon your company's earnings. An informative assessment of the second half-year's trading should be possible when the half-yearly statement to shareholders is made in February next. By that time the full impact of the 1965 Finance Act can be assessed, but in the meantime you may like to know that assuming (1) the profits were the same; (2) a standard rate of Income Tax of 8s. 3d. in the £; (3) the dividends were identical; and (4) the rate of Corporation Tax to be 40%, the total Income Tax and Corporation Tax would approximate the Taxation provided in the Accounts now before you.

STAFF

In conclusion I would take this opportunity of thanking, on behalf of the Board and the Shareholders, the staff of each Company for their interest and co-operation which has contributed to the continued success of the group during the past year.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

£3,000,000 export order for AEI

An order for power station equipment worth nearly £3 million from Associated Electrical Industries Ltd. has been placed by China Light and Power Company on behalf of the Peninsular Electric Power Company of Hong Kong.

Peek Frean dollar exports 70 per cent up in four years

Sales of Peek Frean biscuits in the United States are 70 per cent up on four years ago and a coast-to-coast sales drive is now being mounted in American supermarkets, to run throughout autumn and the winter, for the Bermondsey biscuit company's exclusive Twiglet savoury biscuits.

Czechoslovakia orders industrial laminate

Formica Limited, a member of the De La Rue Group, has received an order worth many thousands of pounds from Motokov, the Czechoslovakia State Buying Corporation, to supply 20 tons (representing some 70,000 square feet) of copper-clad glass epoxy laminate.

United Kingdom high-speed building system for Germany

An agreement recently concluded between Terrapin Ltd., of Bletchley, and the Bremen, Germany, firm of Engelbert Regnauer KG provides for the manufacture and marketing, under licence, of Terrapin Mark 36 building units in that country.

Textile machinery order from USSR

Platt Bros. (Sales) Ltd., the main selling company of the textile machinery division of the £26 million Stone-Platt Industries Ltd., this week announce the signing of a £415,000 contract with V/O Technopromimport, Moscow, for 100 Speed-O-Gills and accessories for preparatory machinery for spinning worsted yarn.

GEC crushing equipment for India

The Erith works of GEC (Engineering) Ltd. has received an order through Hewitt-Robins Inc. covering crushing and washing equipment for a new iron-ore handling plant to be erected at Noamundi, India, for the Tata Iron & Steel Co. Ltd.

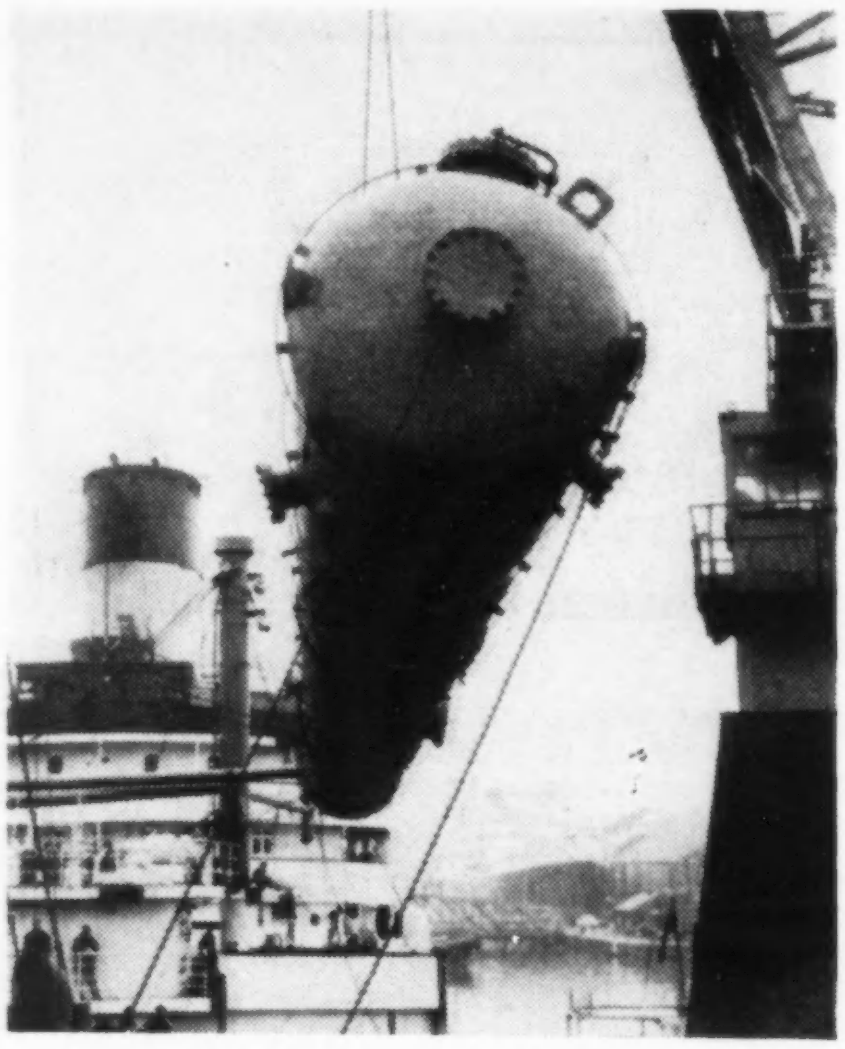
The contract is valued at approximately £150,000.

Hong Kong orders ICT computer

An order has been placed with ICT Ltd., by the Hong Kong Telephone Company Limited for a 1900 series computer, valued at over HK$1.3 million. The computer will be installed in early 1967 and will handle a wide range of accounting and stock control work. This is the first 1900 series computer to be installed in South East Asia and the first to use the magnetic tape system.

Foundry material exported

F. W. Berk and Co. Ltd., of Aspley, Bedfordshire, the foundry bonding clay manufacturers, report that their exports have increased by 300 per cent during the past two years. A high proportion of the Berkbond goes to Sweden, Norway, Denmark, and Spain.



A 90 ft., 25 ton steel column destined for Shanghai, is loaded on board the Blue Funnel cargo liner 'Calchas' at Birkenhead. The steel column forms part of a fertiliser plant ordered from Humphreys & Glasgow Ltd., of London by The China National Technical Import Corporation. The plant is being built by Humphreys & Glasgow under a £3 million contract. Shipping arrangements were handled by LEP Transport Ltd.

£25,000 Uganda contract

Stotts of Oldham have been awarded a £25,000 contract to supply catering equipment for the new State Hotel, Kampala, which is being built for the Government of Uganda, at a cost of about £2 million.

Perkins 37 per cent rise in exports

The Perkins Engines Group states that its direct exports overseas from its United Kingdom Operating Unit for the first six months of 1965 increased by 37 per cent compared with the same period in 1964, whilst its total direct and indirect exports, including engines fitted in vehicles and other equipment by manufacturing customers, are in excess of 84 per cent.

Collar sticks for Iran

N. Kilvert and Sons Ltd., Manchester, made the first shipment recently of an order of 21,600 'Collar Sticks' to Teheran. Iran now joins Italy, Australia, New Zealand, Finland, Eire, Rhodesia, France and Singapore on the list of Collar Stick's export outlets. The product is a laundry aid applied before ironing to collars, cuffs, and other parts of clothes where dirt accumulates.

The Iranian importers, Harito Products, are confident that Collar Stick will be a great success in Teheran. A special pack giving instructions in Persian has been printed and Collar Stick in Persian is called 'candle of cleanliness.'

£1 million-plus Portuguese orders

Leyland Motors Ltd., have received contracts from Portugal for trucks and buses worth over £1¼ million. They include what is claimed to be the largest single order for buses ever to be placed by a company in Portugal.

Axles for Italy

Eaton Axles Ltd., Warrington, announce that after four years of negotiation and design work, they have obtained an initial order to the value of £80,000 for the supply of commercial vehicle axle equipment to Fiat, the largest producer of trucks, cars and buses in Italy.

New Mirrlees engines for Danish power station

Mirrlees National Ltd., a Hawker Siddeley company, have received an order from Bornholms Hojspandingsvark An/s of Ronne for two Mirrlees KVSS16 Major diesel generating sets. The 10.5 kV 4.66 MW brushless type alternators will be supplied by Brush Electrical Engineering Co. Ltd., another Hawker Siddeley company, and will be installed at the Ronne power station on the Danish island of Bornholm, which is in the Baltic Sea.

Cables for Australia

Melbourne City Council, Australia, have ordered £24,000 worth of LT and EHT paper insulated mains cable from Aberdare Cables Ltd., Glamorgan.

BICC £1¼ million power cable contract in Ghana

A contract valued at approximately £1¼ million has been signed in Accra between British Insulated Callender's Cables Ltd. and the Government of Ghana for the supply of 105 miles of 11 kV cable and 22 miles of 33 kV cable. The contract also covers the installation by BIC Construction Co. Ltd. of the 33 kV cable and associated pilot cable. These requirements are for Phase I of the extension to Accra's electrical distribution system.

British equipment for Dutch ships in Japanese yards

Japanese shipyards have ordered £25,000 worth of oil fuel preheaters from Swinney Brothers Ltd., of Morpeth. This export order is of double significance because the vessels to be built in Japan are to the order of Dutch owners.

Major computer automation scheme for giant Swedish cement plant

Skanska Cementaktiebolaget, Sweden's largest cement producer, has awarded a contract worth substantially more than £500,000 to G.E.C. Ltd. for comprehensive computer control and centralized monitoring and control systems for its plant at Limhamn near Malmö. International Systems Control Limited, Wembley, the G.E.C.'s computer automation subsidiary will supply the major part of the scheme.

Big order for shipping engineers

Ross Group Engineers Limited, of Grimsby, part of the £27 million Ross Group, is to convert three fishing vessels into freezer trawlers for US-Greek owners. The conversions are scheduled to take five to six months and when completed the vessels will fish off the West African coast for hake, tuna and shrimps.

£2½ million Russian contract for paper converting machinery

Walmsleys (Bury) Limited, the well-known Lancashire paper machinery manufacturers, have secured a contract for the supply of paper converting machinery and equipment to the value of over £2½ million from Prommashimport, Moscow.

£3 million Polish contract

Smith's Dock Co. Ltd., announce that a contract has been signed for two bulk carriers with Centromor Foreign Trade Enterprise, Warsaw. The vessels will be operated by the Polish Steamship Company, **Szczecin,** and will be the largest dry cargo vessels in the Polish merchant fleet. They will each be of 24,150 tons deadweight, and the value of the contract is about £3 million.

Strip sealant for Finland

Kelseal Ltd. report they have received an order from Finland for 10 tons of strip sealant and putties for use on refrigerators. The order is worth approximately £2,000.

West German order for industrial engines

Four Rolls-Royce industrial Avon gas-turbine engines are to be incorporated in electrical power plant to be supplied to the Norddeutscher Kraftwerke generating company at Hamburg in Germany.

The power turbine and generating equipment using the Avons will be made by Messrs. Brown Boveri of Mannheim, with whom Rolls-Royce have been co-operating for some time on preliminary engineering work.

Extrusion equipment for Hungary

An order from Hungary for extrusion equipment for the insulation of electric cables, worth £95,000, has been obtained by Fawcett Preston (M.I. Group) of Bromborough, Cheshire. The order for two complete continuous vulcanisation lines, was placed by Technoimpex. It will be the first Fawcett equipment to be supplied to Hungary.

North African packaged substation

A complete outdoor substation, consisting of a 10-panel 11kV, 200 MvA switchboard, a 5-panel 33kV switchboard and a 5 MVA, 33kV transformer, has been ordered from South Wales Switchgear Limited, of Blackwood, Monmouthshire, by the Sudan Central Electricity and Water Administration. It is the first 33/11kV packaged substation sold by SWS in North Africa.

New export orders for business jet planes

Four new export orders for the Hawker Siddeley 125 business jet have been announced by Hawker Siddeley Aviation Ltd., Chester, Flintshire. This brings the 125 total export sales during its first year on the market to 48—worth about £11 million.

The four new orders are from customers in North America where sales of 37 HS 125 aircraft have been made. These new sales bring the total order book to 71.

Cranes for Indian Railways

Mr. W. H. Sharp, managing director of Thomas Smith & Sons (Rodley) Ltd., who recently returned from a visit to India, announces that, whilst there, he secured a contract, valued at approximately £460,000, to supply 24 Smith 10-ton rail cranes to Indian Railways.

Sugar machinery for Argentina

Fletcher & Stewart Limited, the sugar machinery manufacturers of Derby and Glasgow have received an order for equipment from Argentina worth £280,000. The order is for sugar processing machinery for the Rio Grande factory.

Generating engine for Fiji

Hawker Siddeley Brush Pty. Ltd., of Australia, have been awarded a £142,867 contract by the Suva City Council for a generating set to be built by Mirrlees National Limited, a Hawker Siddeley company.

£1 million contract to move a mountain

A 150 ft. high hill is to be removed from the extreme north west corner of the island of Ap Lei Chau off Hong Kong to provide 14 acres of land for the construction of a new power station with an initial capacity of 240 MW. The Hongkong Electric Company Ltd. have now placed with George Wimpey & Co., Limited, a £1 million contract for the removal of the mountain.

To accomplish the enormous task of moving 1¼ million cubic yards almost entirely composed of rock to make a level plateau 12 ft. above high water, Wimpey will be deploying about £250,000 worth of plant. A £96,000 order has already been placed in Britain with Ruston Bucyrus for a 6 cubic yard excavator similar to those used in opencast operations.

Norway and Sweden buy British-made TV chassis

The Consumer Products Division of Standard Telephones and Cables Limited, have received orders from Norway and Sweden valued at £92,000. The orders are for the supply of TV chassis which STC's engineers have developed for the particular requirements of the Scandinavian markets.

Export orders for heat exchangers

'Delanium' graphite block heat exchangers worth a total of £20,000 have been ordered from Powell Duffryn Chemical Engineering Limited, of Hayes, Middlesex, by nylon manufacturing licensees of Dutch State Mines operating in Britain, Holland, the United States and Russia. The heat exchangers will be used in the production of Nylon 6.

Among other recent export orders received by the company is one from Ford A.G. of Cologne, Western Germany. Eighteen block heat exchangers, together worth £9,000, have been supplied for use in plating processes. Ten of them were built to carry high pressure hot water at 300 lbs. per square inch.

Britain exports welding monitors for American engineering companies

An instrument devised by the British Welding Research Association for monitoring the quality of spot welds as they are made is now being installed in the engineering plants of General Motors and the Ford Motor Corporation, Detroit; General Dynamics Convair, San Diego, and Maxton Electronics Corporation of Pennsylvania. The instrument eliminates the 'guesswork' and the destructive testing of welds and the British Welding Research Association which holds the patent has now licensed a subsidiary of Harland Engineering Ltd., (Simon Equipment Ltd., 48 George Street, London, W.1) to manufacture it commercially.

Pipeline inspection contracts

Corrosion & Welding Engineering Limited, Leatherhead, Surrey, announce that they have secured three major pipeline inspection contracts with oil companies in Libya. The contracts are with the Oasis Oil Company, Phillips Petroleum Company and Yugoinvest D.T.D.

Winder equipment for Zambia

A contract worth about £100,000 has been placed with AEI Heavy Plant Division by Anglo American Corporation Services Ltd., Zambia, for electrical equipment to increase the hoisting capacity of the South Ore Body shaft rock winder, Rhokana Corporation Ltd.

Egyptian contract for hydrogenation plant

Constructors John Brown Limited (Special Contracts Department), London, have been awarded a contract, by the General Organisation for Industralisation of Egypt, for the design, procurement and supply of hydrogenation plants to be erected at Cairo and Minia. These plants are required in connection with the Egyptian food industry. The total value of the contract to CJB is approximately £165,000.

American Plastics Exhibition order for British printers

Associated Trapinex Ltd. has been given the contract to print 12,000 covers in colour on a plastic base for the advance brochure of the 11th National Plastics Exhibition, which will be held in New York Coliseum from June 6 to 10, 1966.

£80,000 exports of typewriter accessories.

During the past 18 months the Bronester Group of London has exported £80,000 worth of carbon paper and typewriter ribbons.

Reaction vessels for Indian dyestuff plant

Joseph Adamson and Company Limited, Hyde, Cheshire – one of the Adamson-Alliance group of companies – have fabricated 14 different reaction vessels for a new dye stuff plant in India.

Australian order for document elevator

The State Electricity Commission of Victoria, Australia, have ordered a British automatic document elevator for their new skyscraper administrative offices in William Street, Melbourne. The order was secured for Sovex Ltd., of Erith, Kent, by Marweight Equipment (Pty.) Ltd., of Melbourne, their associates, against strong international competition.

£170,000 order for Kainji Dam project

An order worth around £170,000 has been received by Mather & Platt (Contracting) Ltd., Manchester, for the supply, delivery and erection of all the auxiliary mechanical services to the turbine-alternators in a hydro-electric power station which is being built at the Kainji Dam, Nigeria.

Elliott-Automation control equipment

Centrozap, the Polish foreign trade enterprise, has ordered over £60,000 worth of Elliott-Automation control equipment for a new lead and zinc smelting plant, based on a process developed by the Imperial Smelting Company.

Insulation for tropical climate

The Marley Tile Company Ltd., Sevenoaks, Kent, has recently supplied no less than three miles of Marleycel expanded polystyrene pipe lagging to the Bahrain Petroleum Co. Ltd. for insulation purposes.

Industrial time recorders for Belgium

Servis Recorders Ltd., Gloucester, report that through their Belgian agents they have secured an order for 200 industrial time recorders – machine stoppage indicator model. Total export orders booked by the company during July exceeded those from the home market by 10 per cent.

£6m diesel engine export orders

Hawker Siddeley Diesels Ltd., announce that they have received orders valued at over £10.5 million during the first seven months of the year, and of this total, nearly £6 million is for export markets.

Beatles' guitars help British exports

Beatles' guitars manufactured by Selcol Products Ltd., Braintree, Essex, bearing the likeness and autographs of the Group, were sold to fans in Nicaragua, Chile, Mauritius, Fiji, British Solomon Islands, New Guinea and Iceland.

Cable and Wireless (West Indies) Ltd. Agreement

The Government of St. Kitts has agreed to enter into a 20-year agreement under which Cable and Wireless (West Indies) Ltd. will finance the expansion of the Government's existing telephone system and the improvement of the VHF links between St. Kitts and Nevis, Anguilla and St. Maarten.

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Rules of Competition—Restrictive Trade Agreements and Domination of Markets

THE *Journal Officiel des Communautés Européennes* dated September 23, 1965 contains the text of a Decision taken by the Commission of the European Economic Community concerning procedure under Article 85 of the Treaty of Rome concerning Restrictive Trade Agreements and Domination of Markets.

The following is an unofficial translation of the Commission's Decision:

RESTRICTIVE TRADE AGREEMENTS AND DOMINATION OF MARKETS
(*Articles* 85 *to* 90 *of the Treaty establishing the EEC*)

DECISION BY THE COMMISSION
of September 17, 1965
concerning procedure under Article 85 *of the Treaty*
(*IV/A*-02702 *Hummel-Isbecque*)

(Only the French and German texts are authoritative)
(65/426/CEE)

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY, having regard to the Treaty establishing the European Economic Community, and in particular Article 85 thereof, having regard to Regulation No. 17 of February 6, 1962, and in particular Articles 6, 7 and 8 thereof, having regard to the notification submitted on January 30, 1963, in accordance with Article 5 paragraph 1 of Regulation No. 17, by the firm "Edmond Isbecque", of Brussels, of an agreement concluded by them on February 28, 1962 with the firm "Ludwig Hummel" of Heitersheim/Baden, Germany, and which was amended on April 7, 1965, after consulting the Consultative Committee on Restrictive Trade Agreements and Domination of Markets in accordance with Article 10 of Regulation No. 17,

I

whereas the main provisions of the contract are as follows: The firm Ludwig Hummel (Hummel), who manufacture walking tractors ["motoculteurs"] or one-axle tractors with four wheels and four driving wheels and their accessories, concede to the firm Edmond Isbecque (Isbecque) the sole distribution of those products in Belgium; they undertake not to sell to any other person or firm in that country. As a result of the amendment referred to above the agreement is no longer valid for the Grand Duchy of Luxembourg;

Isbecque, who buy and sell for their own account, fix their selling prices freely; they are allowed to export outside Belgium;

whereas among the facts which are important for the appraisal of the matter, it is to be noted that Isbecque are responsible for the demonstration service, the after-sales service and for building up a stock of spare parts, activities which are essential for relatively complex products, of a high price and a fair degree of technicality such as those in question here; whereas the accessories manufactured by Hummel are not all adapted to the nature of the soil and the working conditions in Belgium; whereas, therefore, Isbecque are having accessories made which are better suited to local characteristics, such as ploughs, cultivators, harrows etc.; whereas Isbecque have not attempted to prevent the importation of the products under contract into Belgium by other traders by invoking their sole concession contract;

II

whereas Article 85 paragraph 1 of the Treaty lays down that all agreements between undertakings which are liable to affect trade between Member States and which are designed to prevent, restrict or distort competition within the Common Market or which have this effect are incompatible with the Common Market and are prohibited;

whereas the agreement referred to has been made between undertakings and whereas as a result of it Hummel have undertaken to supply only Isbecque in the territory covered by the contract, thus preventing any Belgian undertaking other than Isbecque from buying Hummel's products directly from Hummel;

whereas articles comparable to Hummel's can enter the market in question and circulate in it and whereas, therefore, there can be competition at the production stage; whereas, however, for the articles in question, the products of the various manufacturers are individualised by their characteristics; whereas that individualisation, which is emphasised by a brand, enables users to show a preference; whereas for that reason competition at the distribution stage for articles of the same brand is of especial importance; whereas under those circumstances the fact that only Isbecque can obtain supplies directly from Hummel, besides restricting the liberty of the parties, has the effect of markedly altering the position of third parties, in particular of traders other than the concessionnaire, who might wish to import the products under contract;

whereas, consequently, the agreement is designed in particular to restrict competition within the Common Market within the meaning of Article 85 paragraph 1;

whereas the agreement made between Hummel and Isbecque lays down the conditions under which the manufacturer's products will be imported from Germany into Belgium; whereas, therefore, trade between Member States develops under different conditions than it would do without that marked restriction of competition, of which the impact on trade between Member States is of some importance; whereas consequently the agreement referred to is likely to affect trade between Member States;

whereas, therefore, that agreement comes within the field of application of Article 85 paragraph 1;

III

whereas, in accordance with Article 85 paragraph 3, the provisions of Article 85 paragraph 1 may be declared inapplicable to the agreement if it helps to improve the production or distribution of the products or to promote technical or economic progress, while allowing users a fair share of the resulting benefits [or profit], and does not

(a) subject the concerns in question to any restrictions which are not indispensable to the achievement of those objectives;

(b) enables such concerns to eliminate competition in respect of a substantial part of the products concerned;

1. whereas the existence of a sole concessionnaire responsible for imports renders marketing less complex for the manufacturer than having a multiplicity of contacts with a large number of traders and whereas concentration of sales of this type enables the manufacturer to have a better overall view of the commercial situation of the market and consequently to adapt himself to it more easily;

whereas the presence of a concessionnaire ensures that the products under contract are offered on the Belgian market regularly and more easily by enabling the difficulties arising from distances and from linguistic, juridical and other differences between the country of production and that of distribution to be overcome; whereas that is all the more true as the distribution of the products under contract requires special technical knowledge on the part of the importer; whereas the fact that the concessionnaire is responsible for adapting the products under contract to the peculiarities of their use in his area, for a demonstration service, the after-sales service and for building up a stock of spare parts may also be regarded as a contribution to improving distribution and also production;

whereas the above facts and appraisals enable the conclusion to be drawn that the sole concession agreement between Hummel and Isbecque entails improvements in distribution compared with the situation which would exist in the absence of that agreement; whereas consequently the first condition of Article 85 paragraph 3 is fulfilled;

2. whereas the users benefit from the improvements referred to above since they have more easily available to them products of foreign manufacture adapted to their own use and rapid delivery, and whereas various useful services are provided for them;

whereas the sole concession contract has not led to higher selling prices than in the country of origin, after deduction of customs duties, taxes and transport costs; whereas an increase in prices compared with those charged in the country of origin does not appear economically possible, if only because there is a preventive factor in the possibility of imports by other firms buying the products under contract from an intermediary established outside the area covered by the concession ('parallel importation'), the balance of prices being thus maintained;

whereas those advantages accrue to the users and constitute for the latter a fair share in the benefits resulting from the notified agreement;

3. whereas the only restriction in the agreement is Hummel's obligation to sell the goods under contract in Belguim only to Isbecque; whereas Hummel have not in particular undertaken to refrain from making indirect deliveries to the area covered by the contract and whereas their system of distribution does not prevent third enterprises established in that area from obtaining the goods under contract from a firm other than the concessionnaire; whereas the parties have not tried to obtain absolute territorial protection by preventing parallel importation by other means;

whereas the advantages listed in Section III 1. could only be obtained through a restriction of competition, namely the granting of a sole concession, which can at present be regarded as indispensable for obtaining those advantages; whereas the information available to the Commission leads to the conclusion that in this particular case the improvement in distribution could not be achieved better by another system of sales;

whereas, therefore, the concerns in question are not subject to any restriction which is not indispensable to the achievement of the objectives referred to in Article 85 paragraph 3;

4. whereas Hummel's products are in direct competition with comparable products put on sale in Belgium both by Isbecque and by other firms; whereas in addition Isbecque as sole concessionnaire do not enjoy absolute territorial protection; whereas consequently the agreement does not enable the concerns in question to eliminate competition in respect of a substantial part of the goods concerned;

5. whereas the fixing of March 13, 1962 as the date from which the prohibition laid down in Article 85 paragraph 1 shall not apply, is based on Articles 6 and 7 paragraph 1 of Regulation No. 17; whereas there are no grounds for examining whether the agreement in its original version helped to improve distribution in the Grand Duchy of Luxembourg; whereas in any case the agreement has fulfilled the conditions of Article 85 paragraph 3 from the time when the parties restricted its effect to Belgium; whereas, therefore, in pursuance of Article 7 of Regulation No. 17, the agreement may be authorised retroactively for the period preceding its amendment; whereas the application of Article 7 is also sufficient since the parties have no obvious interest in Article 85 paragraph 3 being applied for the period preceding the amendment of the agreement; whereas the application of Article 7 may not result in the interests of third parties being injured or the solution of disputes at issue at the date of entry into force of the decision being influenced;

6. whereas the determination of the period of validity is based on Article 8 paragraph 1 of Regulation No. 17; whereas in order to determine that period it may be accepted that the *de facto* situation on which the decision was based will not change for a period of five years;

7. whereas no opposition has been put forward by third parties as a result of the publication made in implementation of Article 19 paragraph 3 of Regulation No. 17 in the *Journal Officiel des Communautés Européennes* of October 22, 1964,

HAS ADOPTED THE PRESENT DECISION:

Article 1

The provisions of Article 85 paragraph 1 of the Treaty establishing the European Economic Community are declared inapplicable, in accordance with Article 85 paragraph 3, to the sole concession agreement concluded on February 28, 1962 and amended on April 7, 1965 between the firms 'Ludwig Hummel' and 'Edmond Isbecque,'

Article 2

The present decision shall take effect from April 7, 1965; it shall be valid until September 1, 1970.

The prohibition laid down in Article 85 paragraph 1 shall not apply to the period from March 13, 1962 to April 5, 1965.

Article 3

For the period from March 13, 1962 to April 7, 1965 the present decision may not be invoked either in disputes at issue at the date of entry into force of the decision nor as a basis for a claim for damages against third parties.

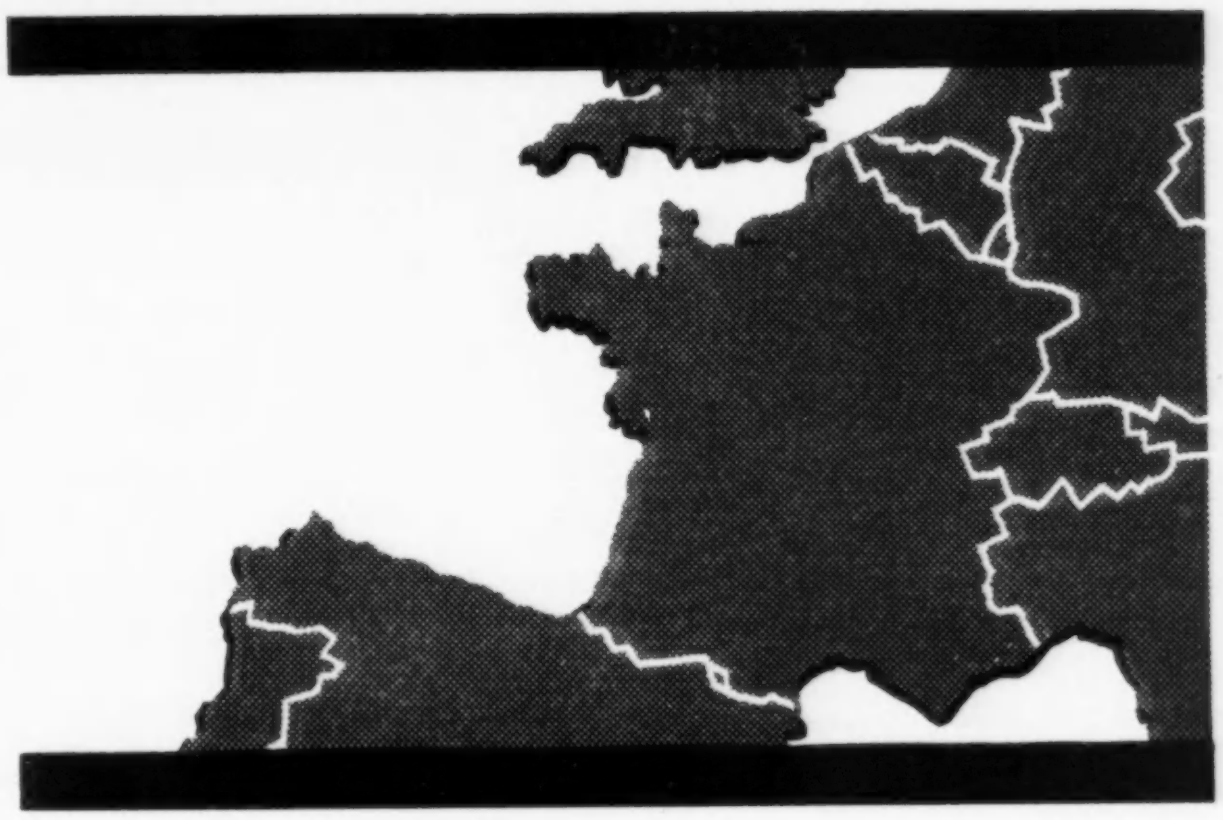
Article 4

The present decision is addressed to the firm 'Ludwig Hummel' of Heitersheim/Baden, Germany and the firm 'Edmond Isbecque' of Brussels, Belgium.

Brussels, September 17, 1965.

By the Commission
The President,
WALTER HALLSTEIN

(*Continued on next page*)



BUSINESS IN FRANCE?

Businessmen interested in developing trade with France will find it worth their while to discuss their plans with us. Barclays Bank (France) Limited, the largest British Bank in France, has twelve branches there as well as one in Monaco and two in Algeria; and it is of course an integrated part of the vast network of the Barclays Group. In London Barclays staff understand the problems and possibilities of overseas trade. In France Barclays staff, both British and French, know the country well.

The manager of your nearest branch will be glad to explain more fully how our knowledge of France can be of help to you. Alternatively, please get in touch with any of our specialised Foreign branches:

London: Chief Foreign Branch, 168 Fenchurch Street, EC3
West End Foreign Branch, 1 Pall Mall East, SW1
Foreign Branches also at Birmingham, Bradford, Bristol, Cardiff, Ipswich, Liverpool, Luton, Manchester, Newcastle upon Tyne, Nottingham, Reading and Southampton

BARCLAYS BANK
Money is our business–throughout the world

EUROPEAN ECONOMIC COMMUNITY, *continued*

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation	Description	Price
50/65	To adapt and lay down sluice-gate prices for the period from April 1 to June 30, 1965, for poultry eggs, live poultry and slaughtered poultry and to fix levies in relation to third countries for poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry	6d
55/65	Concerning the disposal on the markets of member States of Emmental, Gruyer and Sbrinz cheese or of Cheddar cheese, which have been made the subject of national intervention measures .	6d.
58/65	To increase one of the additional amounts of levies applicable to imports from third countries of slaughtered hens and chickens .	3d.
64/65	To amend the Council's Regulation No. 46/65 as regards the threshhold price applicable in the Federal Republic of Germany for the milk season 1965/1966 to 'Butterkase' (St. Paulin) cheese .	3d.
66/65	To adapt the wording of Regulation No. 149/64 on calculating the levies and refunds applicable to certain dairy products, to conform with the amendments introduced by Regulation No. 42/65.	3d.
69/65	On accelerating the sale of surplus butter held in public storage .	6d.

FRANCE

Quotas for imports of dried vegetables

THE FRENCH *Journal Officiel* of October 8, announced the opening of four quotas for dried beans (Tariff No. 07-05 AIIIb), lentils (07-05 BIb), round peas (07-05 AII) and broad beans (07-05 BIIa).

These quotas will be reserved for importers specializing in dried vegetables (the administration reserves the right to require proof of this standing) and members of the preserving industry or specialist importers acting on their behalf.

Applications for licences, on form AC, will be accepted by the Direction des relations économiques extérieures, service des autorisations commerciales (importations), 8, rue de la Tour-des-Dames, Paris, (9e), up to November 30, where they will be examined as and when they are received. Each application must be in respect of only one country of origin and one producer country.

The imported goods must fulfil the conditions fixed by the regulations on phytosanitary control and the repression of frauds.

These goods which originate and are produced in member countries of the former OEEC, the United States and Canada are liberalized and may be imported into France without a licence.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs tariff modifications

THE FRENCH *Journal Officiel* of September 30 announced that footnote (2) to tariff heading 02-01 AII2 (meat and domestic animals of the bovine species) has been amended to read as follows:

From October 1 to December 31, 1965, inclusive, this duty is reduced to 10 per cent for frozen meat intended for manufacturing purposes under Customs control, imported within the quota opened by the Council of the European Economic Community by virtue of Article 4 of Regulation No. 14/64 dealing with the gradual establishment of a common organization of markets in the beef sector: an order of the competent authorities will fix the amount and conditions of import and utilization of this quota.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of flax seed free of duty

THE FRENCH *Journal Officiel* of September 30 announced that the amount of the quota for the import of flax seed for sowing (tariff No. 12.01FIa) admitted free of customs duty, has been fixed at 100,000 metric quintals gross for the year ending June 30, 1966.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Trading links with Nigeria and with France

A full range of services is available to businessmen interested in these countries

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ITALY

Changes in taxation on raw wool and yarns

IN A DECREE Law which received Italian Parliamentary approval on October 6, the Manufacturing Tax on woollen yarns has been suspended for two years and the Turnover Tax (IGE) on raw wool for spinning increased to 15 per cent. On raw wool for other purposes (e.g. mattresses, felt, etc.) the Turnever Tax remains at 7.2 per cent. On wool rags it has been increased by 4 per cent to 11.2 per cent.

The law came into force on October 10.

A translation of the Law, No. 1,118, of October 7, may be seen in Export Services Branch (Tariff Section), Room E11, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 450).

Automatic licensing for cork

THE ITALIAN MINISTRY for Foreign Trade in a Circular dated August 5 has announced that imports of unworked cork, cork waste and cork for pulverizing will be permitted from non-EEC countries until December 31, 1965, under a system of automatic licensing. This concession, which supersedes the quotas previously established, is made as an experiment.

SPAIN

Suspension of customs duties

IN THE *State Gazette* of October 1, the Spanish authorities announced the following regulations regarding import duties:

Tariff heading	Description	Details
04.01 04.02 A 1 04.02 B 1	Fresh or dried milk . .	Duties suspended until December 31.
07.01 A 2	Potatoes, for consumption.	Duties suspended until December 31.
09.01 A	Coffee, not roasted . .	Suspension of duties extended to December 26.
12.01 B	Ground-nuts seed . .	Suspension of duties extended to December 13
26.01 E	Lead ore . . .	Suspension of duties extended to December 7.
29.04 A 3	Butyl alcohol . . .	Duty-free quota for 1,500 tons valid for 1 year.
Chapter 78	Lead and articles thereof .	Suspension of duties extended to December 7.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

PORTUGAL

Import tariff amendments

THE *Board of Trade Journal* of October 1, 1965, published a notice about amendments to the Portuguese Import Tariff.

The first line in paragraph 4 should read: 'In regard to the new tariff headings 84.62.01 *to* 84.62.03, and', instead of 'In regard to the new tariff headings 84.62.01 *and* 84.62.03, and'.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

IRISH REPUBLIC

Import of raw tomatoes

AS FROM October 21, licences will no longer be required in the Irish Republic for the import of raw tomatoes under the Tomatoes (Regulation of Import) Order, 1948.

Licences under the Colorado Beetle Order, 1945, and the Foot and Mouth Disease (Importation of Plants) Order, 1952 will continue to be required.

MALTA

Import restrictions

THE BOARD OF TRADE have heard from Malta that on September 28, 1965, the Director of Agriculture announced that, as from January 1, 1966, the import of broiler fowls into Malta will be prohibited.

CYPRUS

Control over movement of goods

THE CYPRUS GOVERNMENT have prohibited the supply to Turkish Cypriot areas of certain goods which are regarded as stategic materials.

The Board of Trade understand that these restrictions, the operation of which is supervised by the Cyprus Ministry of the Interior through District Officers, apply not to the importation of the materials specified above by Turkish Cypriots, but to their supply to Turkish Cypriot areas; i.e., they control the movement within Cyprus of these materials many of which may still be imported under Open General Licence. It has not, therefore, been made impossible for Turkish Cypriots to import these goods although their subsequent delivery to Turkish Cypriot areas may not be permitted. Exporters are therefore advised to make careful inquiries before shipping 'restricted' materials to Turkish Cypriot customers.

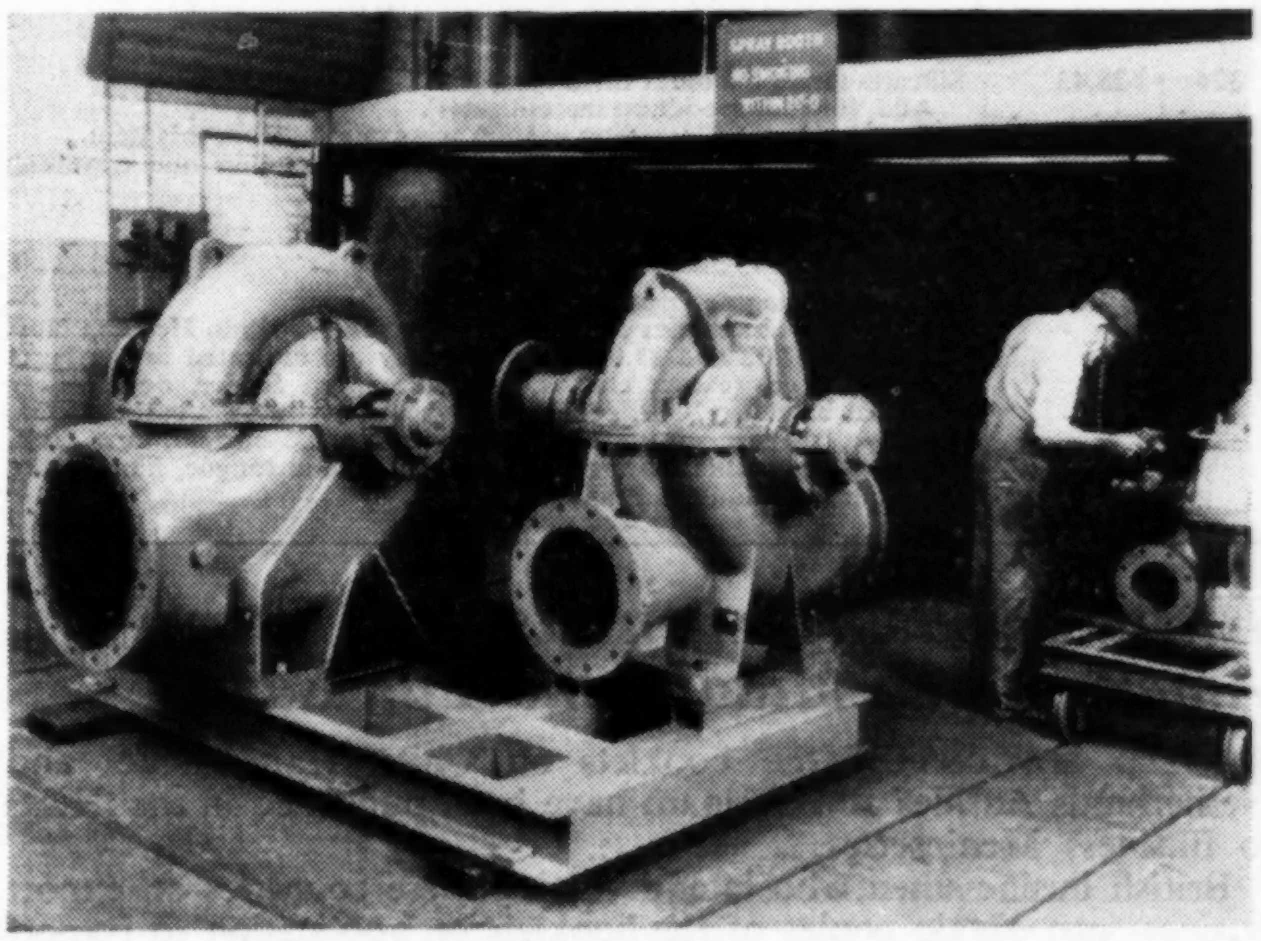
The most recent list of these restricted materials, promulgated in Nicosia on September 23, is as follows:

1. Iron poles (angle iron, pickets).
2. Cement.
3. Iron rods and thick steel plates.
4. Timber.
5. Crushed metal, stone, sand, gravel.
6. Barbed wire.
7. Wire.
8. Camouflage netting.
9. Cables.
10. Wire cutters.
11. Mine detectors.
12. Power exploders.
13. Wireless sets (police or military pattern, excluding domestic radios).
14. Telephones.
15. Cartridges for shotguns.
16. Explosives (T.N.T., gelatine dynamite, etc.).
17. Detonators.
18. Automobile spare parts.
19. Accumulators and dry batteries.
20. Bags (sacks, canvas, jute or linen types).
21. Khaki cloth.
22. Plastic pipes, tubes and hoses.
23. Motor launches and speed boats.
24. Tractors.
25. Traxcavators.
26. Motor lorries and trucks.
27. Land Rovers.

In addition to the materials listed above, the following items may be supplied to Turkish Cypriot areas under certain conditions:

1. Sulphur . . } Subject to supervision of their use by U.N. authorities.
2. Ammonium nitrate }
3. Fuel – subject to negotiation with Greek Cypriot authorities for each consignment.
4. Tyres – permitted only for registered and licensed vehicles.

BRITISH PUMPS FOR MALTA



Two split case pumps at the Reading Works of SPP, Sigmund Pulsometer Pumps, ready for delivery to Malta. These units—in tandem—are to be used for extraction and booster duties with the new high economy sea water distiller unit at Marsa Creek, Malta. The distiller is part of a new power water station.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish Import Lists published in the *Board of Trade Journal* on July 30, August 6 and 13, 1965:

GLOBAL IMPORT QUOTAS

Page No.	Quota Serial No.	Tariff Statis. No.	
259	191	73.13	Only common sheets of iron or steel of 4·75 mm. or less (except scaled sheets). (At the order of the Ministry of Industry.) Delete the item. The quota of $200,000 indicated against this item is added to the quota of $500,000 against Serial No. 390. (Page 252)
260	243	84.10.22	Replace the words 'centrifugal normal water pumps' by 'centrifugal single-stage or multi-stage water pumps of any kind'.
261 and 383	307	87.06	Replace existing description by: 'Only wheel drum, spring, connecting parts and tongue, and hand brake pulley for automobiles and tractors'.
262	330	92.02	Pianos, clavichords and other string instruments with a keyboard Replace Tariff No. 92.02 by 92.01.

NEW QUOTAS

	403	40.11.11 12 21 22	Tyres of the following sizes: (20 x 900), (20 x 1000) (20 x 1100), (20 x 1200) A new importers' quota of $100,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the Ministry of Industry.
	404	73.08 73.12	Sheets and hoop and strip of iron or steel of a width not exceeding 539 mm. (for tube and pipe factories). A new importers' quota of $1,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the Ministry of Rural Affairs.
	405	28.42.16	Potassium carbonate. A new importers' quota of $50,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the Ministry of Commerce.
	406	89.01 to 06	Only sheets reflecting light and used in traffic signals. A new industrial quota of $15,000 is transferred to this item from Serial No. 388. The quota will be at the disposal of the General Directorate of Traffic.

LIBERALIZATION LIST

Page No.	Tariff Statis. No.	
		List I
322	15.11.10	Only nitration glycerine. Replace 'Ministry of Health' by 'Ministry of Industry'.
322	30.03.18	Insulins. This item should not be bracketed with preceding items as insulins are not subject to the permission of the Ministry of Health.
323	38.06	Concentrated sulphite lye. The bracket commences one line lower as this item is not subject to the permission of the Ministry of Health.
		List II
324	28.45	Silicates (except sodium silicate). Add '(including sodium metasilicate)'.
324	29.04	Delete the words '(including sodium metoxylate)' from this item.
324	83.01	Add to the text: 'security locks of elevators, telphers and travelling cranes'.
325	85.14.11	Add to the text: 'and headphone capsules'.
325	85.19.20 40	Delete 40. The text is unchanged.
325 and 384	87.06	Replace existing description by: 'Parts and accessories of motor vehicles falling within Heading Nos. 87.01, 87.02 and 87.03 (provided they are indicated in the Parts Catalogue) (except chassis, luggage carrier, fender, door, safety belt, balata, oil felt, copper alloy bearing in a steel case, exhaust pipe, silencer, pneumatic horn with electric current, fuel tank, wheel drum, flat spring connecting parts and tongue, hand brake pulley) (including chassis parts)'.

GLOBAL IMPORT QUOTAS (AID ALLOCATIONS)

Page No.	Quota Serial No.	Tariff Statis. No.	
382	140	51.01.21 31 41 51 51.03.21	Yarn of artificial continuous fibre. Remarks No. (4) should be modified to read: 'Applications for the United States shall be paid out of AID funds. Applications for zones outside the United States and for those not exceeding 20 deniers and polyester and polypropylene substances shall be paid for from Turkish resources'.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Hints to businessmen visiting Latin America, the Middle and Far East

REVISED EDITIONS of the booklets on Chile, Haiti, Israel and Netherlands Antilles and Surinam have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

LEBANON

Pharmaceuticals regulations

WITH EFFECT FROM June 29, 1965 the Lebanese Minister of Public Health has decreed as follows:

(a) that the sale without a doctor's prescription of antibiotics, sulpha drugs, 'progestatifs de synthese' and cortisone is prohibited.

(b) that each container of these medicines shall bear the following inscription in Arabic: 'Not to be used without a medical prescription.'

(c) that Pharmaceutical Inspectors shall be responsible for the carrying out of these regulations and for taking the necessary action against defaulters.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221), quoting reference CRE 1174/G/2.

SYRIA

Bona fide parcel post shipments

THE BRITISH EMBASSY in Damascus have been informed by the Syrian authorities that in order to evade import licensing, large consignments from overseas are being broken down in the Lebanon and mailed into Syria. This contravenes the rules governing *bona fide* parcel post shipments, i.e. shipments of not more than the specified value of permitted goods mailed direct from the country of origin may be imported free of an import licence.

The Syrian Customs have been instructed by the Ministry of Economy to take full action against these infringements.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London S.W.1. (Tel. Abbey 7877, Ext. 2357).

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1965 (No. 7), published as Rhodesia Government Notice No. 674 of October 8 amends the Customs and Excise (Suspension) Regulations 1965, to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	FIRST SCHEDULE By the insertion of the following items:				
Ex 324 (c)	Aluminium sheets and plates, sensitized *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Aluminium plate or sheet, polished on one surface and perforated; of a type suitable for use in lithographic printing machines . . . *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Steel strip in the length, of a width not exceeding 1 inch and having one edge bevelled or otherwise worked; of a type suitable for use in the making of creasing or cutting rules for box-making machines . . *ad val.*	10%	5%	Free	Free

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1965 (No. 6), published as Rhodesia Government Notice No. 676 of October 8, amends the Customs tariff as follows:

PART II

(Britain pays the Column D rate of Duty)

Tariff		Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
297	Stationery, n.e.e. By the repeal of sub-paragraph (i) of paragraph (c) and by the substitution of:				
(c)	(i) Ball point pens and ball point pencils, and barrels therefor: refills and cartridges for ball point pens or ball point pencils, of a domestic value or a free on board cost not exceeding £0 2s. 6d. per dozen *ad val.*	30%	22½%	20%	10%
	or each	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s. 4¼d.
	less *ad val.*	—	—	2½%	12½%
		whichever duty shall be the greater			

By the deletion in tariff items 76 and 227 of 'Secretary for Trade, Industry and Development', wherever it occurs and by the substitution of 'Secretary for Commerce and Industry'.

THE CONTROL OF GOODS (Import and Export) (Agriculture) Order, 1965, published as Government Notice No. 683, of October 8, repeals and replaces Government Notice No. 446 of June 26, 1964.

The goods subject to import control remain substantially the same, except that in addition import permits are now required for the following goods entering Rhodesia:

1. Beans as a fresh vegetable; and
2. Maleic hydrazide also known as MH.

REPUBLIC OF SENEGAL

Supplementary global quotas

IT WAS ANNOUNCED in Dakar on September 29 that the following supplementary global quotas had been made available for imports into Senegal. The closing date for applications is October 20, 1965.

Description of item	Amount of Supplement (in French francs)
Air conditioners	112,267
Refrigerators	375,000
Cereals other than wheat	16,965,295
Beer	64,357
Drinks other than whisky and gin	75,000
Whisky and gin	375,000
Sugar confectionery, cocoa and cocoa preparations, and preparations of cereals	200,250
Meat, fish, fruit, vegetables and various preparations therefrom (including tea)	3,243,750
Tobacco, raw and manufactured	o21,500
Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	192,500
Pharmaceutical products, colouring materials, insecticides	354,500
Plastics materials	371,500
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic materials	412,500
Printed cotton and synthetic materials	1,019,294*
Cost of printing on French and Senegalese unbleached fabrics	586,956
Unbleached cotton fabrics	544,500
Unprinted synthetic fabrics	96,250
Jute sacks	476,180
Hosiery, clothing, secondhand clothing, old rags	137,500
Household articles and miscellaneous articles of base metals, storm lanterns	701,957
Tools and cutlery	75,000
Watches and clocks	25,000
Domestic radio apparatus	297,710
Office equipment, electrical consumer goods, mechanical consumer goods, optical goods, photographic and cinema equipment, etc.	780,773
Leather and paper goods, synthetic yarn wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	2,100,517
Dairy products	261,250
Private cars	525,000
Commercial vehicles and trailers up to 3 tons	605,000

*Of which FF 250,000 is reserved for imports from countries with abnormal competitive advantages.

Inquiries about this announcement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1520 and R1521, published in the Republic of South Africa *Government Gazette* of October 8, set out the following amendments to the Republic's customs tariff:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
R.1520				
39.02 By the substitution for sub-heading No. 39.02.80 of the following:				
39.02.80 Polyacrylic and polymethacrylic derivatives; acrylomethacrylic co-polymers:				
.10 Liquid or pasty	lb.	15%		
.20 Blocks, lumps, powders and similar bulk forms	lb.	Free		
.90 Other	lb.	20%		
R.1521				
87.02 By the substitution for sub-heading No. 87.02.10 of the following:				
87.02.10 Motor cars (including racing cars) and station wagons and similar dual purpose motor vehicles, assembled:				
.10 Racing cars with seating capacity for one person	No. and lb.	30%		
.90 Other	No. and lb.	36% and in addition, in respect of each full R100 in excess of a value for duty purposes of R1,000 for each motor car, or vehicle, 2% and in addition thereto, in respect of each full 100 lb. in excess of a weight of 2,500 lb. for each motor car or vehicle, 1% with a maximum of the total duty of 100%		

Dumping duty

GOVERNMENT NOTICE R1522, published in the Republic of South Africa *Government Gazette* of October 8, amends Schedule No. 2 (Dumping Duty) to the Customs and Excise Act, 1964, and provides for the imposition of ordinary dumping duty, in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed also applies to any such goods imported under rebate of duty facilities.

I Item	II Tariff Heading and Description	III Rebate Items	IV Territories
210.02	48.15 (2) Pressure-sensitive adhesive paper, including masked tape	401	UK USA

TANZANIA

Customs tariff amendment

GOVERNMENT NOTICE No. 418, the Customs Tariff (Specification of Exercise Books and Blackboard Chalk) Notice, 1965, published in the Republic of Tanzania *Official Gazette*, dated October 1, amends, with effect from September 27, the First Schedule to the Customs Tariff to read as follows:

Item No.	Article	Import Duty	Suspended Duty
167 (b) (i)	All types of school exercise books and blackboard chalk	*Ad val.* 30%	—

TANZANIA, *continued*

Import licensing regulations

GENERAL NOTICE No. 3036 published in the United Republic of Tanzania *Official Gazette* dated October 8, makes the following amendments, with effect from October 4, to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule

Insert the following new item:	
	42 – Fixed Vegetable Oils and Fats:
422 3 0	Coconut (copra) oil.
Delete item 893 0 3: Table and other household articles as follows:	
	Plastic baskets, including shopping baskets.
	Plastic shopping bags.
	Plastic picnic baskets.
	Plastic buckets.
	Plastic wash basins, pails and bowls.
Insert the following:	
893 0 3	All table and other household articles of artificial plastic materials.
893 0 9	Other articles of artificial plastic materials:
	Hose pipe.
	Beads.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 5) Regulations, 1965, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1965, with effect from September 30, by the insertion of:

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
		Per cent			
80	Threads and yarns: (s) Sewing, knitting and crochet: in lengths of less than 2 000 yards *ad val.*	10	Free	Free	Free
188	Artificial resins and plastics material (whether or not compounded with colouring matter or other substances), namely: polymerization and copolymerization products; condensation, polycondensation and polyaddition products, whether or not modified, polymerized or linear; other high polymers, artificial resins and artificial plastics; cellulose esters, ethers, plastics and regenerated cellulose; modified natural resin; hardened protein; chemical derivatives of rubber: not including plate, sheet, extrusions, mouldings or hydrocarbon oils: (a) In powder, granular, lump, flake, pellet and similar primary form *ad val.*	Free	Free	Free	Free

SIERRA LEONE

Import licensing regulation

GOVERNMENT NOTICE No. 1033 published in the Sierra Leone *Gazette* dated September 30, amends with effect from September 22 the list of items for which specific import licences are required (published in the *Board of Trade Journal,* October 8, 1965, page 863) by the addition of the following items:

Customs Classification	Schedule Items
054-890	Cabbage, lettuce, radish, carrot, parsnip, runner beans or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip.

GHANA

Customs tariff amendments

THE CUSTOMS (Amendment of Duties) Order, 1965, published in Ghana as Legal Instrument 483 on October 1, further amends, with effect from September 17 the Customs (Amendment of Duties) (No. 2) Order, 1965, published in the *Board of Trade Journal,* dated September 24 (pages 724-726) as follows:

Part 1 – Import Duties of Customs
First Schedule

Item No.	Goods	Rate of Duty
8 A	Basketwork, wickerwork and loofah and articles made therefrom not elsewhere specified or included in the Schedule .	75% *ad val.*
8 B	Bed quilting, bed quilts, bed sheets, bed spreads, dusters, napkins, pillow-cases, table cloths and other similar made-up household articles of textile material not elsewhere specified or included in this Schedule	75% *ad val.*
11	Cinematograph films containing pictures for exhibition, whether developed or not . the hundred linear feet	C 0·30
12	Cotton, flax, natural silk, man-made fibres (other than glass or metal), wool or other animal hair or ramie or mixture thereof:	
	(1) Piece-goods:	
	(d) Other . . . . the square yard	C 0·36 or 75% *ad val.* whichever is the higher
28	Provisions:	
	(6) Fish all kinds:	
	(a) Fresh:	
	(i) Above 20 centimetres in length . the pound	C 0·06
	(ii) 20 centimtres or less in length	5% *ad val.*
	(b) Other . . . . the pound	C 0·06

Note: The symbol C should read in the Schedule as ₡ for Cedi.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

INDIA

Indian Patents Bill published

A BILL to amend and consolidate the law relating to patents has recently been published in India. A copy of the Bill (The Patents Bill, 1965) may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

Under the provisions of the Bill, patents would not be granted for substances intended for use, or capable of being used, as food, medicines or drugs or for substances prepared or produced by chemical processes. Patents in respect of inventions relating to the methods or processes of manufacturing food, medicines or drugs, would be granted for a term of ten years from the date of the patent and the term of existing patents for food, medicines or drugs and process patents in this field which have not been extended would be similarly limited to ten years. The Bill further provides that these patents and patents for the manufacture or production of chemical substances should be endorsed 'Licences of Right' from the date of grant or the commencement of the new legislation and prescribes the maximum royalty to be paid by licensees in the case of patents relating to food, medicines or drugs and their processes of manufacture. Other changes include the alteration of the general term of patents to 14 years from the date of filing the complete specification and a compulsory examination of patent applications for novelty.

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65/C

CEYLON *Import control*

THE BOARD OF TRADE have received a copy of Import Control Notice No. 19/65 issued by the Ceylon Controller of Imports and Exports which states that the validity date of all Actual User licences for manufacturing industries is extended for shipment up to December 31, 1965.

(*see next page for article on Emergency Measures in Pakistan*)

MALAYSIA (STATES OF MALAYA AND PENANG) *Import licensing*

AN ANNOUNCEMENT appeared in the Malaysian *Government Gazette* dated October 9, 1965, concerning the Customs (Prohibition of Imports) (Principal Customs Area) (No. 4) Order, 1965, which applies to the principal customs area of the States of Malaya, and the Customs (Prohibition of Imports and Movement) (Penang) (No. 3) Order, 1965, stating that the importation of goods specified in the Schedule below is prohibited except under and by virtue of a licence, which may be particular or general, granted by or on behalf of the Comptroller-General of Customs and subject to such conditions as may be specified in such licence.

This order shall not apply to goods:

(a) imported by the Commonwealth Forces;
(b) produced or manufactured in Malaysia or Singapore.

SCHEDULE

Tariff Code No.	Description
022 101	Milk, condensed, sweetened.
022 102	Milk, condensed, unsweetened.
512 703	Glutamic acid.
512 704	Monosodium glutamate and other salts or derivatives of glutamic aicd, and preparations thereof.
	Insecticides, fungicides, pest killers and pest repellents, including insect repellents, as under:
599 212	Mosquito coils
629 101	Tyres and tubes (except those transported from Penang in the case of the States of Malaya).
629 102	
629 103	
629 104	
629 105	
629 106	
629 107	
629 108	
629 109	
629 110	
629 111	
629 112	
629 113	
629 114	
	Bars and rods, except wire rods, of iron or steel, and hollow mining drill steel:
673 210	Of iron or steel except high carbon or alloy steel.
	Angles, shapes, sections and sheet piling, whether or not drilled, punched, or otherwise simply worked, not less than 80 mm. in width:
673 410	Or iron or steel except high carbon or alloy steel.
682 211	Copper wire, uninsulated, excluding brass wire.
693 120	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like of copper but excluding insulated electric cables.
693 200	Barbed iron or steel wire, twisted hoop or single flat wire, barbed or not, and loosely twisted double wire of kinds used for fencing of iron or steel.
	Gauze, cloth, grills, netting, fencing, reinforcing fabric and similar materials, including endless bands:
693 311	Iron or steel netting, fencing.
693 313	Iron and steel grills and reinforcing fabric.
694 111	Wire nails.
698 870	Wires, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides coated or cored with flux material of a kind used for soldering, brazing, welding or deposition of metal or metal carbides; wire and rods of agglomerated base metal powder used for metal spraying.
	Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of the air:
719 121	Of ½ h.p. or less.
719 122	Of ¾ h.p.
719 123	Of 1 h.p.
719 124	Over 1 h.p. but not over 2 h.p.
719 125	Over 2 h.p. but not over 10 h.p.
719 126	Over 10 h.p.
	Insulated (including enamelled or anodized) electric wire, cable, bars, strips and the like (including coaxial cable) whether or not fitted with connectors:
723 101	Telephone or telegraph not submarine, plastic insulated.
723 102	Telephone or telegraph not submarine, other.
723 103	Submarine.
723 104	Other, rubber insulated.
723 105	Other, plastic insulated.
723 109	Other.
725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type.
725 012	Electric refrigerators, over 12 cu. ft. capacity, domestic type.
	Primary cells and primary batteries:
729 111-2	Other kinds.
729 119	Parts, other than carbon electrodes, of primary cells and primary batteries.
841 421	Stockings or socks of pure natural silk not rubberized, knitted or crocheted.
841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.

The Customs (Prohibition of Imports) (Principal Customs Area) (No. 3) Order, 1965, which was published in the *Board of Trade Journal* on September 24, 1965, pages 721/722, and the Customs (Prohibition of Imports and Movement) (Penang) Order, 1965, also the Customs (Prohibition of Imports and Movement) (Penang) (No. 2) Order, 1965, are hereby cancelled.

MALAYSIA (SABAH & SARAWAK)

Import licensing

THE CUSTOMS (Prohibition of Imports), Principal Customs Area (No. 3) Order, 1965 (Sabah), and The Customs (Prohibition of Imports) (No. 3) Order, 1965 (Sarawak), referred to in the Malaysian *Government Gazette* of October 9, 1965, states that the importation of goods specified in the Schedule below is prohibited except under and by virtue of a licence, which may be particular or general.

These orders shall not apply to goods:

(a) imported by the Commonwealth Forces;
(b) produced or manufactured in Malaysia or Singapore;
(c) imported from the principal customs area of Sabah; or
(d) imported from Sarawak.

SHCEDULE

Tariff Code No.	Description
022 101	Milk, condensed, sweetened.
022 102	Milk, condensed, unsweetened.
512 704	Monosodium glutamate and other salts or derivatives of glutamic acid, and preparations thereof.
	Insecticides, fungicides, pest killers and pest repellents, including insect repellents, as under:
599 212	Mosquito coils.
629 101	Tyres and tubes.
629 102	
629 103	
629 104	
629 105	
629 106	
629 107	
629 108	
629 109	
629 110	
629 111	
629 112	
629 113	
629 114	
	Primary cells and primary batteries:
729 111-2	Other kinds.
729 119	Parts, other than carbon electrodes, of primary cells and primary batteries.

The Customs (Prohibition of Imports) (Principal Customs Area) Order, 1965 (Sabah), and the Customs (Prohibition of Imports) (Principal Customs Area) (No. 2) Order, 1965 (Sabah), also the Customs (Prohibition of Imports) Order, 1965 (Sarawak) and the Customs (Prohibition of Imports) (No. 2) Order, 1965 (Sarawak), are hereby cancelled.

MALAYSIA (LABUAN)

Import licensing

THE Customs (Prohibition of Imports and Movements) (Labuan) (No. 3) Order, 1965, referred to in the Malaysian *Government Gazette* dated October 9, 1965, states that importation of goods specified in the Schedule below is prohibited except under and by virtue of a licence, which may be particular or general.

This order shall not apply to goods:

(a) imported by the Commonwealth Forces;
(b) produced or manufactured in Malaysia or Singapore;
(c) imported from Sarawak.

The Customs (Prohibition of Imports and Movement) (Labuan) Order, 1965, and the Customs (Prohibition of Imports and Movement) (Labuan) (No. 2) Order, 1965, are hereby cancelled.

SCHEDULE

Tariff Code No.	Description
022 101	Milk, condensed, sweetened.
022 102	Milk, condensed, unsweetened.
512 704	Monosodium glutamate and other salts or derivatives of glutamic acid, and preparations thereof.
629 101	Tyres and tubes.
629 102	
629 103	
629 104	
629 105	
629 106	
629 107	
629 108	
629 109	
629 110	
629 111	
629 112	
629 113	
629 114	

Inquiries concerning these goods should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

MALAYSIA

Tariff Advisory Board

NOTICES UNDER THE HEADING 'Tariff Advisory Board' appeared in the *Board of Trade Journal* issues of October 30, 1964, November 6, 1964, and June 4, 1965, announcing Tariff Advisory Board lists of items to be considered for protective duties as a major step towards establishing a Malaysian Common Market. As a result of the recommendation of this Board extensive alterations to the various State tariffs have now been made affecting these items by virtue of the following orders appearing in the Malaysian *Government Gazette* of October 9, 1965:

Customs Duties (Amendment) (No. 7) Order, 1965 – States of Malaya only.
Customs Duties (Sabah) (Amendment) (No. 5) Order, 1965.
Customs (Import and Export) Duties (Amendment) (No. 2) Order, 1965 – Sarawak.

Inquiries concerning these alterations should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

SINGAPORE

Import licensing

AN ANNOUNCEMENT appeared in the Singapore *Government Gazette* dated October 11, 1965, stating that the Prohibition of Imports (Malaysian Common Market) Notification, 1965, is hereby amended by the Prohibition of Imports (Malaysian Common Market) (Amendment No. 5) Notification, 1965, by cancelling 'The Schedule' and substituting the following:

THE SCHEDULE

Code	
022 101	Milk, condensed and sweetened.
072 200	Cocoa powder.
073 000	Chocolate and other food preparations containing cocoa.
599 212	Mosquito coils.
629 101	Motor car tyres, outer covers, and tubeless tyres, pneumatic, new.
629 102	Motor lorry and bus tyres, outer covers and tubeless tyres, pneumatic, new.
629 103	Motor car tyres, outer covers and tubeless tyres, pneumatic, used.
629 104	Motor lorry and bus tyres, outer covers, and tubeless tyres, pneumatic, used.
629 105	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, new.
629 106	Motor cycle tyres, outer covers, and tubeless tyres, pneumatic, used.
629 107	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, new.
629 108	Motor scooter tyres, outer covers, and tubeless tyres, pneumatic, used.
629 109	Cycle tyres, other, outer covers, pneumatic, new or used.
629 110	Motor car tyres, pneumatic, inner tubes.
629 111	Motor lorry and bus tyres, pneumatic, inner tubes.
629 112	Motor cycle tyres, pneumatic, inner tubes.
629 113	Motor scooter tyres, pneumatic, inner tubes.
629 114	Cycle tyres, other, pneumatic, inner tubes.
629 115	Other covers for pneumatic tyres, not elsewhere specified.
629 116	Other inner tubes for pneumatic covers, not elsewhere specified.
629 117	Solid tyres, rubber, for any vehicle and tyre flaps imported separately.
631 211	Plywood, blockboard, laminboard and battenboard, as under: plain.
678 200	Tubes and pipes of iron, except cast iron, or steel seamless.
678 300	Tubes and pipes of iron or steel, welded.
694 111	Wire nails.
698 870	Wires, rods, tubes, plates, electrodes and similar products of base metal or of metal carbides coated or cored with flux material of a kind used for soldering, brazing, welding or deposition of metal or metal carbides; wire and rods of agglomerated base metal powder used for metal spraying.
	Air-conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of the air:
719 121	of ½ h.p. or less.
719 122	of ¾ h.p.
719 122	of ¾ h.p.
719 123	of 1 h.p.
719 124	over 1 h.p. but not over 2 h.p.
719 125	over 2 h.p. but not over 10 h.p.
719 126	over 10 h.p.
	Insulated (including enamelled or anodized) electric wire, cable, bar strip and the like (including coaxial cable) whether or not fitted with connectors:
723 101	telephone or telegraph not submarine, plastic insulated.
723 102	telephone or telegraph not submarine, other.
723 103	submarine.
723 104	other, rubber insulated.
723 105	other, plastic insulated.
723 109	other.
724 990	Television aerials.
725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type.
725 012	Electric refrigerators over 12 cu. ft. capacity, domestic type.
729 121	Accumulators.
729 217 729 218	Filament electric bulbs of 15-200 watts for domestic lighting.
841 421	Stockings or socks or pure, natural silk not rubberized, knitted or crocheted.
841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted.

The goods specified in the Schedule may not be imported from any country or territory except under special licence which should be obtained from the Controller before an order for the goods is placed with the suppliers of the goods.

Further import licensing

A previous notice on this subject which included the Schedule in question was published in the *Board of Trade Journal* on July 2, 1965, pages 44/45. Inquiries should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

(*Continued on next page*)

PAKISTAN

Emergency measures

A NOTE on emergency measures taken by Pakistan arising from the Indo-Pakistan conflict was issued in the *Board of Trade Journal* of September 24, page 723.

The Pakistan Government have now relaxed some of the import controls and letters of credit are now being opened against:

1. Bonus Vouchers
2. A restricted number of items on the "Free" List. Maximum limits have been imposed on individual letters of credit.
3. Investment Import Licences.
4. Licences issued to private parties by Defence Purchase Authorities.
5. Valid import licences issued for a restricted number of items from the OGL and the Non/OGL lists.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Room 337, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

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Customs duties

THE CUSTOMS DUTIES ORDER, 1965, was published in the Singapore *Gazette* of October 11, 1965, which also announced the cancellation of the Customs (Protective Duties) Order, 1960, the Customs (Protective Duties) Order, 1962, and the Customs Duties Order, 1964. The new order extends the list of items in the tariff and includes items recently under consideration for protective duties by the Malaysian Tariff Advisory Board.

Inquiries concerning these changes should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472 or 473).

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New period by-laws

The following goods will be admitted under by-law provided they are entered as set out in the second column:

Item	Goods	Rate of Duty under the Preferential Tariff
73.11	Beams or joists, to which paragraph 73.11.91 applies, except beams or joists 3 in. x 2·33 in. . . . . . Channels, to which paragraph 73.11.91 applies, except channels: 2 in. x 1 in. 4 in. x 2 in. 3 in. x 1·5 in. 5 in. x 2·5 in. Tees, black, to which paragraph 73.11.11 applies, except tees: 1·25 in. x 1·25 in. 4 in. x 3 in. 1·5 in. x 1·5 in. 4 in. x 4 in. 2 in. x 2 in.	Free
	provided the goods are entered for home consumption on or before March 31, 1966.	
73.18	Tubes, steel, rectangular hollow section, having a circumference exceeding 12 inches conforming to B.S.S. 15 or B.S.S. 968 for material provided entered for home consumption on or before September 30, 1966 . .	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Rate of Duty under the Preferential Tariff	
	Tariff Item	Rate of Duty
Paper and paperboard, the following: Coated socking paperboard, blotter backed or combined with cloth, for use in the manufacture of boots, shoes or slippers but Tariff Item 48.07.12 applies to such goods, provided they are in direct transit to Australia on September 16, 1965, and are entered for home consumption on arrival; or in bond in Australia on September 16, 1965, and are entered for home consumption on or before October 15, 1965.	48.07.911 48.07.919	30%, less £5 per ton. 40%, less £5 per ton; or, if lower, £27 13s. 4d. per ton.
Diagnostic reagent paper and paperboard, put up with directions for use	48.15.210	27½%

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **articles made from artificial resins and plastic materials (Tariff Item 39.07).**

This reference is of Departmental origin.

Details of Tariff Item 39.07 are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than November 8.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 7781/65.

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on September 10, 1965 (page 595) to the effect a reference has been made to the Australian Special Advisory Authority in respect of: **polythene gloves, mittens and mitts.**

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations an additional temporary duty of 2s. 6d. per dozen pairs has been imposed.

This new duty does not apply to goods in transit on, or before, September 3, 1965.

Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125 = £100 sterling.

ARGENTINA

Imports of synthetic rubber

ARGENTINE GOVERNMENT Decree No. 8451/65 suspends the opening of documentary credits covering the import of synthetic rubber and latexes of synthetic rubber, including compounds and mixtures of these with natural rubber. Imports made in accordance with laws and decrees in force prior to September 30, 1965, are excluded from the terms of this decree provided they were authorized with exemption from surcharges. Imports from countries that are members of the Latin American Free Trade Association are also exempt from the provisions of this decree.

New customs tariff

HM EMBASSY at Buenos Aires report that the Argentine Government has now promulgated Law 16686 which provides for the adoption of a new customs tariff based on the Brussels Nomenclature (see the *Board of Trade Journal* of October 8, page 867). The Law provides that the existing customs tariff will be replaced on December 1.

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VENEZUELA

Customs duties

HM EMBASSY at Caracas report that, published in the Venezuelan *Gazette* on September 27, the Ministry of Finance issued a Resolution No. 31 creating new customs definitions for jewellery and goldsmiths' wares as follows:

Tariff No.	Description	Duty
673-01-01-1	Of gold, n.e.s.	Bs. 100 + 60% *ad val.*
673-01-02-1	Of silver, n.e.s.	Bs. 5 + 5% *ad val.*
673-01-03-1	Of platinum, n.e.s.	Bs. 100 + 60% *ad val.*

The resolution came into force on the date of publication in the Venezuelan *Gazette*.

Also the Ministry of Finance published Resolution No. 32, dated September 27, regarding natural pearls, which again represents new Customs definitions as follows:

Tariff No.	Description
672-03-00	Natural pearls (including cultured pearls) not set, perforated or not (39).
673-01-05	Natural pearls (including cultured pearls) mounted (39).

(39)—Importation prohibited or reserved for the National Government

This resolution came into force on the date of publication and also covers importations by parcel post.

PERU

Suspension of major taxes

HM EMBASSY in Lima has reported that under Law 15600, promulgated on September 4, 1965, the jungle region of eastern Peru has been declared a Tax Free Zone for a period of 15 years.

Some of the taxes exempted by this law are income tax, excise taxes, surtaxes and taxes on commercial, industrial, agricultural and professional profits. In addition, a Sub-Zone has been established within the Tax Free Zone which is exempted from taxes on imports of machinery, equipment, raw materials, foodstuffs and medicines.

Articles manufactured within the Tax Free Zone from imported tax free raw materials may be sold tax free anywhere in Peru, provided that the aggregate value of the raw materials of the product is not less than 50 per cent of the total value, except in assembly plants in which the percentage may be less as the Executive Power may determine.

The full text of the law is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 474 or 476).

COSTA RICA

Import duty: Cotton blankets

BY DECREE No. 71 published in the Costa Rican *Official Gazette* of October 3, 1965, and effective 30 days after publication, the duty on imported cotton blankets has been increased.

In order to benefit by this decree the manufacturers of cotton blankets must:

(a) Attain a minimum monthly production, within 30 days after publication of this Decree, of 5,000 pure cotton blankets and 5,000 of cotton mixed with other fibres.

(b) Factory prices for quantities of 2 or more dozens, should be as follows:

Tariff No.	Description	Duty Colones
656-03-05-09	Pure cotton blankets weighing 920 grammes (2 lb.) .	198·00 per dozen.
	Cotton and spun rayon blankets of the same weight .	204·00 per dozen.
	Cotton and wool blankets weighing approximately 1,435 grammes	240·00 per dozen,
	Cotton and rayon blankets of same weight, with cotton hems	324·00 per dozen.
	Any type of blankets with silk hems	Add 66·00 per dozen to the prices above mentioned.

This increase is imposed under the arrangements for the Central American equalisation of import duties.

HAITI

Distribution commission on certain products

HM EMBASSY in Port-au-Prince report that the Department of Commerce and Industry has issued a communiqué to the effect that from September 13, 1965, certain products will in future be imported solely through the Regie du Tabac et des Allumettes (the Government tobacco and match monopoly), who will take a distribution commission.

The distribution commission relative to these products is fixed as follows:

Description	CURRENCY – The Gourde 5 Gourdes = US.$1
Cotton material per piece of 25 yards	5·00
Other materials per piece of 25 yards	12·50
Materials in cuttings (i.e., remnants) per lb.	0·50
Fresh milk and cream dried, condensed or evaporated milk and cream per kilo net	0·20
Butter, cheese and curds per kilo net	0·50
Margarine and cooking fat per kilo net	0·20
Wines and sparkling wines per litre	1·50
Champagne – per litre	2·50
Beer per bottle or tins of 0132	0·25
Distilled alcoholic drinks – whisky, etc., per bottle	5·00
Rhum:	
1 star bottle	0·50
3 star bottle	1·00
5 star bottle	1·50
Pint bottle	0·25
Perfume, beauty products, dental and other toilet products and toilet soaps	5% c.i.f.
Tyres and tubes for vehicles and aircraft	5% c.i.f.
Electrical machinery and apparatus, etc.	2% c.i.f.

NOTE: These commissions are in addition to customs duty.

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Bicycles and tricycles

Pioneer manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

URUGUAY

Suspension of imports of motor vehicles

HM EMBASSY at Montevideo report that under the terms of a Uruguayan Government Decree issued on October 7 imports of motor vehicles have been prohibited for 180 days. The ban applies to motor cars (sub-group 49018 of the Code of Merchandise) and to lorries and vans (sub-group 49030 of the Code of Merchandise). The prohibition embraces all motor vehicles including those whose import is covered by complete or partial waivers of surcharges, prior deposits, customs duties and other charges. It does not, however, apply to imports covered by declarations made before its date.

NICARAGUA

Restrictions on pharmaceutical and veterinary products

BY DECREE No. 1104 published in the Nicaraguan *Official Gazette* No. 209 on, and effective from, September 16, 1965, the Government is authorized to impose restrictions on the importation, tenure, distribution and retailing of pharmaceutical and veterinary products, to establish limitations on profits and to fix maximum prices for these products. The Government will decree, within three months from the date of the present law, the restrictions to be imposed.

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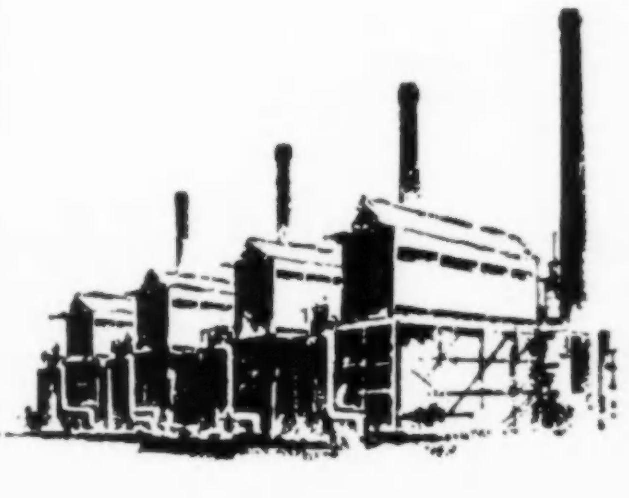

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TRINIDAD AND TOBAGO

Import restrictions on sweetened condensed milk

THE TRINIDAD AND TOBAGO Government has announced that, as from October 1, 1965, imports of sweetened condensed milk are to be restricted to 25 per cent of the average domestic demand calculated over the period 1962-1964. In the ensuing two years the quota will be reduced to 20 per cent of the average domestic demand. The retail price of sweetened condensed milk will be subject to price control.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new item:

118. Glass bottles and jars of all kinds.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

'Of a class or kind made in Canada':
Belt manlift elevators.

(Ruling effective November 12, 1965.)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-2 dated October 12, 1965.

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UNITED STATES

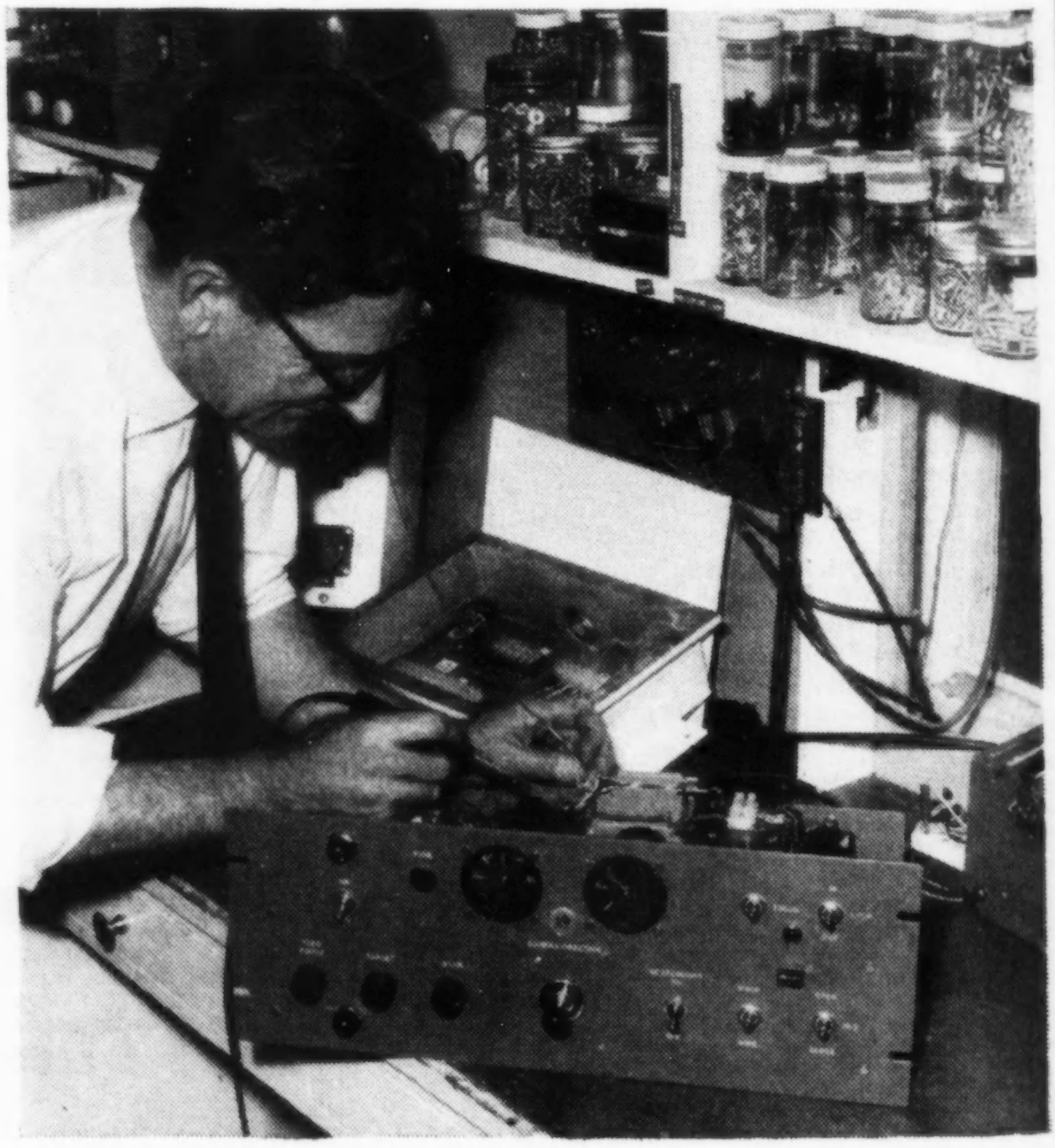
Textured yarns of man-made fibres

THE UNITED STATES Tariff Commission has instituted an investigation to ascertain the feasibility and desirability of a separate tariff classification in the Tariff Schedules of the United States for those yarns of man-made fibres commonly referred to as 'textured' or 'texturized' yarns. The Commission has to make a report of its findings to the President not later than December 10, 1965.

Interested parties are invited to make written submissions to the Tariff Commission. This should be done as soon as possible. The Tariff Commission will also hold a hearing in connection with this investigation in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington D.C., on November 8. Interested parties desiring to appear should notify the Secretary of the Commission in writing at least three days in advance of the hearing.

Further details about the information and assistance which the Tariff Commission wish to obtain are available in Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

DIRECTION INDICATORS FOR CANADA



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VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

BRITISH GOVERNMENT CONTRACTORS

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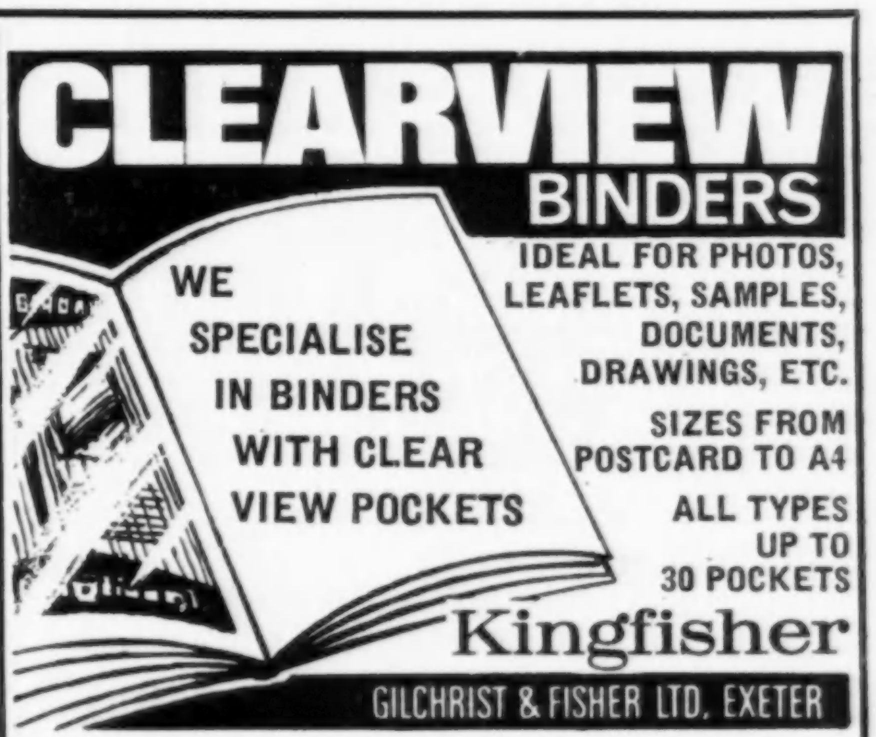
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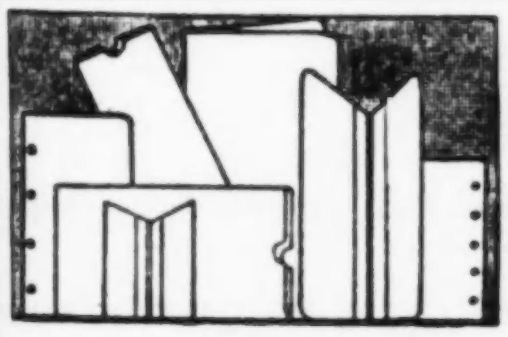
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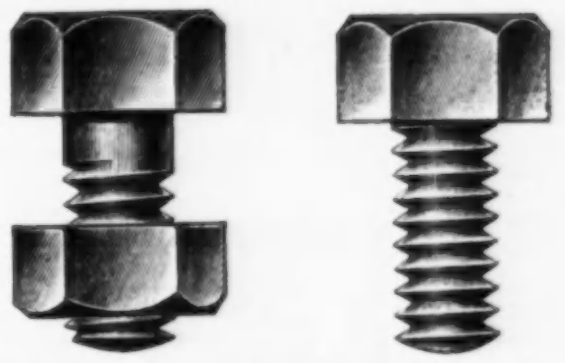

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Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	15 Oct. 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	17 Sept. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	1 Oct. 1965
Film industry:	
British film fund agency returns (M)	1 Oct. 1965
Cinema admissions and takings (M)	1 Oct. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registration of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1965
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	8 Oct. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	8 Oct. 1965
Hairdressing trades turnover (M)	15 Oct. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	8 Oct. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	1 Oct. 1965
N. Ireland index (M)	1 Oct. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	15 Oct. 1965
Machine tools deliveries and orders (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	1 Oct. 1965
Motor trades turnover (M)	24 Sept. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	8 Oct. 1965
N. Ireland index (M)	1 Oct. 1965
Shipping movement at UK ports (M)	15 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	8 Oct. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	15 Oct. 1965
Wholesale houses sales (M)	15 Oct. 1965
Wool and cotton output (M)	This week
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	15 Oct. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	15 Oct. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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